A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 29, 1963

U.S. Commercial officer in Singapore lists products wanted

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Quarterly world market report shows U.S. exports continue gain

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Business Bulletins *from around the world*

ALGERIA—Britain to extend $1.4 million loan to Algeria for purchase of British equipment. Private British firms reportedly to construct 3 textile mills (total $10 million), paper factory, and sugar factory. Perkins Co. considering new tractor-motor assembly plant and Vickers-Armstrong may build petrochemical plant.

ARGENTINA—Shipment of cooked, frozen meat by Villa San Jose (Entre Rios) firm Vizental y Cia., S.A.C.I. y A. to United States is approved, first under new procedures of U.S. Department of Agriculture permitting imports from approved meat-packing plants without requiring re-cooking in U.S. "Frigorifico" Vizental, small plant, slaughters about 150 to 200 cattle per day and ships frozen beef to United Kingdom and the Continent.

AUSTRALIA—Bids of American company, Control Data Corporation, accepted by Government for providing electronic data processing equipment to the Bureau of Census and Statistics as well as to Commonwealth Scientific and Industrial Research Organization. Value of first order about $5.2 million and second, $3.4 million.

Another U.S. firm, Minneapolis Honeywell, successful bidder for Economic Data Processing system of armed forces now operating in Canberra in specially constructed building.

Texas Instruments Australia Ltd. announces $450,000 expansion program at Elizabeth, Adelaide's satellite city, to feature new 80,000 sq. ft. plant. Company to triple metal-production capacity. Now claiming about one-third of Australian market in its field, firm expects to expand to some 50% in about 2 years' time.

BURMA—Government purchases remaining 49% British share in Anglo-Burma Tin Co. joint venture, leaving Burma Corporation (Bawdwin lead-silver mines) as only significant mining enterprise with foreign (British) interest.

FRANCE—Crylitex car lacquers with acrylate base to be produced by Sikkens Groep, N.V., of Sassenheim under licensing arrangements with Devoe and Reynolds, Inc., of Louisville, Kentucky.

Number of multiple-chain stores rose by 2,555 during 1962. Smaller chains (less than 4 branch stores) accounted for most of the increase.

Chemical Bank—New York Trust Co. has opened Paris office.

GABON—United Nations Special Fund allocates $2,092,000 to cover foreign-exchange costs of survey to determine feasibility of constructing railroad to carry iron ore from Makokou-Mekambo area to seaport near Libreville, and impact of proposed railroad on Gabon's economy. Railroad study to be conducted by Foley Brothers of New York; economic study by SEDES of Paris.

HONG KONG—Tenders to be invited late 1963 or early 1964 by Government for commercial wireless television system, to be operated as private monopoly enterprise under Government supervision on renewable 5-year contract, in 3 stages up to 15 years. TV to operate on 625-line system, utilizing channels in Band IV.

ITALY—At Milan annual meeting, National Association of Automobile Industry reported that 1962 motor-vehicle production increased 25% over 1961, exports 30%, and registrations 27%.

JORDAN—United Nations Special Fund allocates $605,000 for establishment of agricultural marketing centers in Amman and Jericho area with facilities for grading, packing, and freezing agricultural produce and for laboratory experimentation with food-processing techniques.

Two experts arrive under British aid program to study and advise on expansion of electricity network to meet country's anticipated requirements.

NETHERLANDS—Eight Dutch manufacturers in Royal Netherlands Textile Union announce that financial performance of their companies in 1962 was worse than in 1961. Weaving mills fared better than spinning mills.

PERU—Joint venture of Ernst Keller & Associates, local engineering and economic consultant firm, and PERU-INVEST, local investment institution, undertaking study of practicability and usefulness of industrial park in Greater Lima area. Project to have local industries as base but hopes to attract foreign firms as well.

SINGAPORE—Economic Development Board announces it has received 64 applications from industrialists for area of about 340 acres at Jurong Industrial Estate. First stages involve clearing 1,300 acres, 600 of which are ready for allocation to heavy industries and 200 for light. Although full facilities not available, many can be provided within 1 month after application's receipt. Steel mill being constructed at Jurong site and oil refinery scheduled.

SOUTH KOREA—Government controlled Korea Oil Corporation (which has 35,000-barrel-per-stream-day refinery under construction at Ulsan) signs tentative contract with Gulf Oil Corporation. Gulf will make $5 million (one-fourth) equity investment in Korean company, provide $20 million in long-term low-interest loans, and supply crude oil on long-term basis. If implemented, will represent largest investment in Korea by U.S. firm.

SYRIA—Three-thousand Phillips (Dutch) tv sets, first consignment of order for 25,000 sets, to arrive soon. Dutch company was low bidder on international tender.

THAILAND—World Bank announces $35 million highway development loan to Thailand, of which $6.2 million will be used for buying highway construction and maintenance equipment. Tenders to be let on world-wide competitive basis.

TURKEY—Denizli Province in southwestern Turkey and Erzincan Province in eastern Turkey selected as pilot areas for $5.5 million project to establish new system of production credit in Turkish Agricultural Bank. About $2.8 million of initial financing to be PL-480 funds. Supervised Credit Project to be administered by Agricultural Bank.

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no communist scrap

Each week this magazine presents several hundred trade opportunities. This week one of these is from Taiwan. Wanted are some 1,000 short tons monthly of old newspapers. No old communist papers or periodicals can be used, however. The Orient Trading Co. is taking no chances on importing, even second-hand, communist magazines. See pages 29-50.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

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Quarterly world m

(Imports of the 40 world markets shown below totaled $99 billion in 1962, or 86% of all foreign

All values in millions of dollars

Country	1962 Imports			1963 Imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1962
United Kingdom	12,578	1,336	10.6	May	5,479	560	10.2	+ 4	− 1	2,817	3,458
Germany, Fed. Rep.	12,391	1,758	14.2	Apr.	4,151	682	16.4	+ 9	+23	6,446	6,088
France	7,523	775	10.3	Apr.	2,808	295	10.5	+11	+ 5	3,998	3,221
Canada	6,375	4,382	68.7	May	2,613	1,749	66.9	− 1	− 1	2,609	1,716
Italy	6,056	881	14.5	Apr.	2,328	319	13.7	+ 7	+ 6	3,326	3,279
Japan	5,636	1,809	32.1	Apr.	2,052	636	30.9	− 6	−19	1,863	1,562
Netherlands	5,347	607	11.4	Mar.	1,396	150	10.8	+ 3	− 3	1,750	1,745
Belgium-Luxembourg	4,555	451	9.9	Apr.	1,557	146	9.3	+ 8	+13	1,729	1,662
Sweden	3,114	316	10.2	Mar.	777	78	10.1	+ 4	− 8	755	689
Switzerland	3,022	296	9.8	May	1,321	113	8.5	+ 7	− 4	2,638	2,608
Australia	2,591	474	18.3	Apr.	912	185	20.3	+23	+16	1,323	1,204
India	2,230	623	27.9	Apr.	677	162	23.9	−([1])	+30	620	624
Denmark	2,123	177	8.4	Apr.	682	61	8.9	+ 9	+23	233	243
Norway	1,654	118	7.2	Mar.	430	31	7.3	+ 1	+([1])	303	242
South Africa	1,580	261	16.5	Feb.	295	35	11.9	+ 7	− 5	664	476
Spain	1,570	311	19.8	Jan.	138	20	14.2	+43	+13	1,017	930
Austria	1,552	87	5.6	Apr.	555	26	4.7	+ 8	+ 4	1,045	837
Brazil	1,475	457	31.0	Feb.	210	71	33.8	− 3	−14	([2])467	516
Argentina	1,362	395	29.0	Mar.	245	59	24.2	−16	−12	181	351
Finland	1,228	74	6.0	Apr.	317	18	5.5	− 3	− 5	308	340
Venezuela	([3])1,197	([3])646	([2])54.0	July([4])	702	379	54.0	+19	+21	552	514
Hong Kong	1,165	139	11.9	May	516	55	10.6	+ 8	− 2	([5])	([5])

market report

country imports; U.S.-supplied imports amounted to $20 billion or 87% of all imports from the U.S.*)

Country	1962 Imports			1963 Imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1962
Mexico	1,143	783	68.5	Apr.	374	269	72.0	+ 4	+ 4	414	403
Algeria	([3])1,025	([3])37	([3])3.6	Mar.([4])	228	12	5.1	−16	+74	([5])	([5])
Yugoslavia	888	183	20.6	Apr.	329	65	19.9	− 2	−17	([6])114	80
Malaya, Fed.	800	47	5.8	Mar.	213	11	4.9	+ 8	+ 7	914	865
Indonesia	([3])794	([3])136	([3])17.2	June([4])	336	56	16.7	+ 5	+21	([2])88	107
New Zealand	763	67	8.8	Mar.	202	17	8.4	− 5	− 7	163	111
U.A.R. (Egypt)	757	190	25.1	.....	.....	....	....	+ 8	+42	203	214
Pakistan	738	280	38.0	Mar.	178	58	32.7	+13	+43	411	371
Philippines	701	303	43.2	.....	.....	....	....	− 5	−18	([2])75	70
Greece	701	67	9.6	Mar.	160	13	8.1	− 6	−17	286	279
Iran	([3])686	([3])110	([3])16.0	Mar.([4])	145	25	17.5	−10	−20	205	198
Turkey	622	181	29.1	Mar.	143	29	20.4	+20	+12	217	235
Israel	612	201	32.9	Mar.	148	35	23.7	+ 4	−([1])	516	336
Nigeria	568	42	7.4	Jan.	44	3	5.9	− 7	+22	([5])	([5])
Thailand	549	93	16.9	Feb.	90	12	13.9	+ 8	+25	([2])506	484
Colombia	540	283	52.4	Mar.	93	46	50.1	−13	−11	112	138
Peru	538	213	39.6	Jan.	50	16	31.9	+13	−([1])	102	90
Chile	518	200	38.6	.....	.....	....	....	−12	−15	64	76

Note: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela.

([1]) Less than 0.5 percent. ([2]) End of third quarter 1962. ([3]) Data are for 1961. ([4]) Data are for 1962.

([5]) Not available. ([6]) End of fourth quarter 1962.

(*) Percentage share calculated from U.S. export data, excluding special category exports.

Source: Official trade statistics of listed countries. International Monetary Fund, *International Financial Statistics*.

World market report

Imports into leading foreign markets continue last year's gain in early '63

Extension into 1963 of last year's increased demand for U.S. products in just over half of the leading foreign markets can be noted from the latest worldwide marketing information summarized in the accompanying table. Trade figures for 40 major world markets, which relate to 1962 and the most recent period in 1963, permit the reader readily to ascertain shifts in import trends and in the relative supplier position of the U.S.

Overall, the import data of these 40 foreign countries show the United States to have lost a little relative ground in some of our important markets during the last 12 months. Total imports rose in 27 of the countries, while imports from the United States expanded in 22. The U.S. share of imports into these 40 markets increased in 14, remained the same in 3, decreased in the others.

Comparisons of changes in gold and foreign exchange holdings from the first quarter of 1962 to the same period of 1963 show a further strengthening of reserves in most countries abroad.

World demand expands less

The rate of expansion of free-world demand for foreign products was somewhat slowed in the first quarter of the year. The value of free-world imports in the January-March quarter, estimated at a seasonally adjusted annual rate of $133 billion, was only slightly more than 1% above that for the corresponding 1962 period. Industrial countries registered a modest 2% import rise, while primary-supplying countries showed no relative change.

Imports for 12 months through April or May of this year into all major developed countries except Canada and Japan increased in value compared to the preceding 12 months; however, only for France did gains exceed 10%.

Significant changes occurred in imports of a substantial number of the developing countries. A 43% gain in Spanish imports continued to mirror Spain's adoption of a liberalized import policy. Imports into Turkey, higher by 20%, benefited from the sizable West German and French credits provided in 1962. The 23% rise in Australian imports reflected a sharp increase in demand periodically experienced by that country in the wake of higher export earnings. A cautious import policy designed to conserve depleted foreign exchange holdings in Argentina and unsettled conditions in Colombia were responsible for import reductions there of about one-seventh.

Changes in imports from U.S.

In about half of the countries shown in the accompanying table, imports from the United States rose in value, although several of our major markets provided notable exceptions to this trend. Imports into the United Kingdom and Canada from the United States did not rise in the last 12 months compared to the preceding period, while those into Japan fell sharply. Nevertheless, U.S. sales to a majority of our important markets in industrial Western Europe continued to expand. A jump of 23% in U.S.-supplied imports into the Federal Republic of Germany was outstanding. A large part of this increase represented purchases of U.S. military equipment. Danish imports, rising by a similar proportion, included larger shipments of U.S. grain in compensation for a poor harvest.

A 19% decline in Japan's imports from the United States was more extensive than that in the country's total imports from the world; the drop mirrored a slowing in the level of economic activity in the latter part of 1962. Commodities imported in reduced amounts were metal scrap, raw cotton, and more recently, industrial machinery and iron and steel products.

Among the developing countries, Pakistan and the United Arab Republic (Egypt) continued to lead in expansion of imports from the United States, with gains in excess of 40% in the last 12 months. India, Thailand, and Nigeria also registered large increases, ranging from 20 to 30%. Increased arrivals of U.S.-made investment goods, partly aid-financed, accounted for the bulk of the increase. Aid-financed grain deliveries boosted our shipments to the UAR.

Almost as many declines as increases in imports from the United States were registered in the developing countries. Shipments to Greece and Yugoslavia fell off heavily, as PL-480 grain shipments dropped. Shipments of other types of products to Yugoslavia were also cut because of reduced availability of Export-Import Bank loans. Among the Latin American republics, imports from the United States were lower by more than 10% into Argentina, Brazil, Chile, and Colombia. Lower imports of U.S. goods tended to follow similar reductions in those countries' total imports. In Brazil, however, cuts in imports from the United States were much more pronounced than those from other sources. Reduced imports of capital goods into these countries often coincided with a reduced flow of U.S. investments and curtailment of imports of luxury-type consumer items instituted to conserve foreign exchange and encourage new domestic industries.

Gains in exchange holdings

On March 31, as compared to a year earlier, gains in gold and foreign exchange holdings of the 40 countries exceeded losses by a wide margin. The strong reserve positions of South Africa and Israel, noted previously, continued. An increase of about 50% over year-ago levels was recorded by Canada and New Zealand. Canadian reserves, seriously depleted prior to currency devaluations in May 1962, were little changed at the end of the March quarter from the improved levels at the end of 1962.

Favorable shifts in the merchandise trade balance were factors in the reserve accumulation of Japan and Israel. Production of new gold helped increase South African reserves; earnings from tourist trade, remittances, and capital inflows caused France and Spain to increase their gold and foreign exchange holdings despite a deterioration in their trade balances. Austria, Sweden, and Norway benefited similarly, while their merchandise trade balance remained essentially unchanged.

Although the reserves of the United Kingdom were substantially lower at the end of March than 12 months earlier, there has been no deterioration in the U.K. reserve position from levels prevailing on December 31. The drop from the previous year reflected sizable repayment of loans to the International Monetary Fund in 1962. Similarly, although the reserves of Argentina and Colombia at the end of March were far below year-ago levels, they were slightly higher than they had been 3 months earlier. In both countries, merchandise trade balances improved in the first quarter of this year.

U.S. sells in Singapore

World's fifth largest port spent $66 million for U. S. goods in 1962

By ALBERT L. ZUCCA

U.S. Commercial Officer, Singapore

American businessmen visiting Singapore for the first time seeking buyers or distributors are usually impressed by the alertness which Singapore businessmen display toward the marketability of products. This alertness is the outcome of Singapore's position as a major distribution point for all Southeast Asia.

ALBERT L. ZUCCA

Singapore is, first and foremost, a port—it ranks fifth among the ports of the world in terms of tonnage of traffic. It is Southeast Asia's principal shipping, financial, insurance, and brokerage center south of Hong Kong—35 banks and over 50 shipping firms have established headquarters or branches here. Its preponderantly Chinese population is dynamic and literate and has traditionally focused its business skills on trading activities.

Its industrialization has been given substantial impetus by the Singapore Government's Economic Development Board, which is preparing a 9,000 acre industrial town in Jurong complete with ocean and coastal wharves (being built by a group of American firms and a local firm), access roads and railways, water and electrical facilities, and prefabricated industrial buildings. Several American companies, including a large chemical manufacturer, are considering sizeable investments at Jurong. As the key economic unit of the planned Federation of Malaysia, Singapore's industrial base is expected to broaden as markets are opened for its local products in the Federation of Malaya, North Borneo, and Sarawak.

As the area's principal port, Singapore imports tropical produce—mainly crude rubber, copra, and spices—from the Federation of Malaya and Indonesia, and processes and re-exports this produce directly to the industrial countries of the world. In turn, it receives finished and semi-finished products of every variety from industrial countries ranging from frozen poultry and TV sets in the consumer lines to heavy earthmoving equipment and giant dredges in the equipment field. Imports are to a large extent re-exported to users throughout Southeast Asia. Singapore's free port status permits a virtually limitless amount and variety of goods to be imported, processed, stored and re-exported, and facilities exist either at Singapore Harbour Board warehouses or private distributors' *godowns* for storage of every type of product.

May end free port

In May the Singapore and Federation of Malaya Governments announced that agreement in principle had been achieved in establishing a common market for Malaysia, and that Singapore's progressive entry into the common market must necessarily mean the gradual erosion of its free port status as Malaysia industrializes. However, detailed arrangements for implementation of this agreement have not as yet been agreed upon. Singapore's Prime Minister, Mr. Lee Kuan Yew, has indicated, however, that a common market will not adversely affect entrepot trade and that more bonded warehouses would be built in Singapore to store imported commodities on which protective tariffs were imposed.

It is believed that although the coming of Malaysia with its prospective common market may result in some new protective tariffs, these tariffs are not likely to affect for some time most imports of U.S.-origin into Singapore and Singapore's marketing area (i.e., Indonesia, Thailand, Viet-Nam, Burma, and the present Federation of Malaya, North Borneo, Brunei, and Sarawak).

the author

Mr. Zucca received his BA from Columbia University in 1952 and his BSFS from Georgetown University in 1956, with military service sandwiched in between. He received his State Department appointment in September 1956 and has served in Bogota, and Barranquilla, Colombia, as well as in the Department at Washington. He began his Singapore assignment in April 1961.

In recent years, as its neighbors have developed needs for expanding their agricultural and industrial bases, a greater volume of heavy equipment has been imported through Singapore. Direct orders for this equipment are often placed by Singapore headquarters of firms with branches, affiliates, and agencies in neighboring countries. These countries' needs for consumer goods, such as foodstuffs, household utensils, and ready-to-wear, have also expanded and are usually serviced from Singapore warehouses. Because these high turnover items incur relatively low storage costs and can be readily warehoused, orders may be promptly shipped to points throughout the area.

U.S. market

The Singapore and entrepot markets for American products have increased steadily since the 1959 liberalization of direct imports from dollar areas. According to Singapore import statistics, U.S.-origin imports rose from US$41.32 million in 1959 to US$66.43 million in 1962. At the same time, the U.S. share-of-market increased from 3.2% to 5.0%, and its rank among Singapore suppliers moved from 8th to 5th position in importance. Today, the U.S. ranks third among Singapore's industrial suppliers after the United Kingdom and Japan. Leading U.S.-origin imports to Singapore are industrial machinery, tractors and tractor parts, cigarettes and unmanufactured tobacco and foodstuffs.

In Singapore itself, the market for U.S.-origin goods is growing principally as the result of increased Singapore Government development expenditures under the State's "4-Year Development Plan (1961-1964)." Although details of incurred expenditures have not been published, the following major capital expenditures under the listed headings were planned for the four-year period:

(1) Industry and commerce (e.g., land clearing at industrial estates, funds established for industrial equity investments and loans, electricity, water, and gas projects)—US$112 million;

(2) Social development (principally public housing and school construction) —US$116 million;

SHIPPING CENTER—Typical harbor view illustrates normal shipping traffic in Singapore harbor.

(3) Transport and communications (mostly roadbuilding, harbor and airport construction)—US$112 million;

Need local agent

Supplies and to a lesser extent services for these projects are obtained by open bidding on Government tendering. In the housing field, tendering is called by the Housing & Development Board. American suppliers of building materials and hardware are at a disadvantage unless Singapore agents are appointed well in advance who can negotiate with local contractors who, in turn, must submit bids to the Government within short deadlines. A distributor who maintains his own stocks is not a necessity—but one who is fully aware of his product specifications and has good contacts with the Singapore Government is a prerequisite for effective bidding. Unless an American supplier of building materials is represented here, he might just as well leave the growing Singapore market for building materials to the Japanese and U.K. competition.

In the utilities field, Singapore Government tendering is also the rule. The newly-formed Public Utilities Board now issues tenders for water, gas, and electrical projects formerly called by the separate departments handling these matters in the Singapore City Council. American suppliers can often make effective direct bids on these tenders. However, to be most successful, an American firm should send its regional representatives to Singapore to discuss the submitted bid, in detail if necessary, with appropriate Singapore officials.

One very large American concern recently bid on a half-million dollar telecommunication tender and was asked by the official most concerned to send a representative to explain certain specification details on the complex equipment involved. The American regional representative arrived (after some delay), spent just enough time to give a fast, superficial description of the equipment, and left. The tender went to a U.K. manufacturer. The Singapore official later informed the Consulate General that the American equipment was probably superior in quality and the price was attractively competitive, but the explanation offered on the specifications was too cursory to be convincing. Moral: When dealing with electrical equipment in a U.K.-oriented market, take time to explain the American electrical characteristics and standard specifications in detail.

A number of tenders will soon be called by the Public Utilities Board on water projects involving various types of pumps and ancillary equipment needed for the Scudai and larger Johore River schemes. Additional tendering is also anticipated in the Pasir Panjang power station project calling for small electrical equipment, such as transformers, generators, etc. In these cases, although U.S. firms may prefer to bid directly, the appointment of local distributors will prove useful in obtaining tender documents and following up on bids after their submission to the Public Utilities Board.

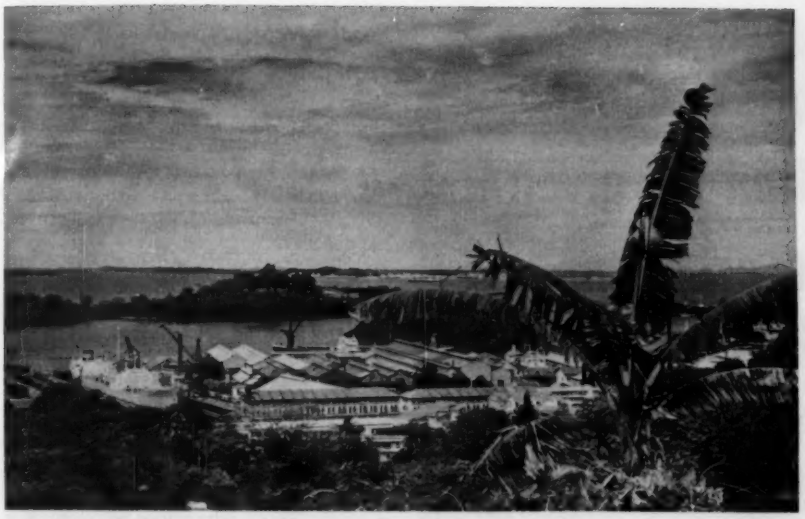
Contract services

Opportunities for United States trade and contractual services are also opening in Singapore's private industrial field. In addition to the impetus given private industry by added public spending on "infrastructure" by the Economic Development Board and by enhanced Malaysian market prospects, local industrialists can benefit by award of "pioneer" status conferring profit tax exemption for up to five years. Many of these "pioneer" ventures are now operating and more are planned. In addition, the Economic Development Board has prepared feasibility studies on a number of industries which are considered economically viable in Singapore. Planned pioneer ventures and the Board's economically feasible ventures will require imported machinery, raw materials, and know-how, including equipment necessary for assembly or manufacture of auto batteries, typewriters and calculating machinery, trucks and bus bodies, sewing machines, electrical equipment (such as motors under 2 H.P., refrigerators, light bulbs, and flatirons), and industrial rubber belts and tires. Details on the needs for capital equipment and know-how, and names of possible local co-sponsors, can be obtained by writing or visiting the Investment Promotion Officer, Economic Development Board, Fullerton Building, Singapore.

Consumer market

In addition to opportunities created in the industrial field, new export opportunities are developing daily in consumer markets. American manufacturers and exporters will find receptive markets here for the following product lines, provided CIF Singapore prices are quoted which are reasonably close to Japanese and U.K. competitors:

- cosmetics and perfumes
- tobacco and tobacco products
- medicinal and pharmaceutical products
- TV sets and parts
- office equipment, including computers
- frozen foodstuffs
- kitchen and household appliances
- sporting equipment, including boating equipment (outboard motors, fiberglass boats, waterskis, aqualung diving equipment)



SINGAPORE SHIPYARDS—Through the years Singapore has acquired renown for its ship repairs.

ready-made apparel, particularly children's and infants' wear, and swimsuits.

The Consulate General can help American exporters find suitable Singapore agents and distributors. In addition, the two American banks in Singapore (the Bank of America and the First National City Bank), local American shipping companies (American President Lines, American Export and Isbrandtsen Line, Isthmian Lines, and American Mail Lines) and the one American airline (Pan American World Airways) can be of great assistance in helping American firms expand markets in this promising area.

AID-financed sales in 47 states top $290 million in fiscal '63

Total includes almost $31 million in orders during June; New York leads, followed by Pennsylvania and Michigan

Firms in 47 states shared in over $290 million worth of foreign aid orders for goods sold to developing countries during the fiscal year ended June 30, according to the Agency for International Development. The total included $30.8 million in orders during June.

The top 10 states were: New York, $44.6 million; Pennsylvania, $26.2 million; Michigan, $19 million; Illinois, $18 million; Texas, $16.2 million; New Jersey, $15.7 million; Massachusetts, $15.5 million; Ohio, $15.3 million; Alabama, $13.3 millions and California, $10.9 million.

Following close behind were Washington, $8.3 million; Maryland, $7.7 million; Louisiana, $6.3 million, and Virginia $6.1 million.

The figures represent purchases in the U.S. of goods essential to the development of countries being assisted by AID —both materials and equipment for capital projects and a variety of non-project commodities to assist in the growth of local economies.

AID-administered development loans and grants which finance these transactions channel nearly 80% of all procurement dollars to U.S. sources.

The totals—based on bank letter-of-credit reports of transactions exceeding $10,000—indicate the geographical impact of AID-financed procurement traced to states of production. They are, however, less than half of this country's foreign aid business volume.

Sizes of orders which American producers may receive range up to multi-million dollar contracts. The firms involved are of all sizes, including both primary suppliers and subcontractors. Numerous categories of raw materials, semi-finished goods, and finished products are traded under the program. AID, while generally not a buyer itself, assists potential suppliers in receiving information of overseas orders.

Interested firms may be placed on the mailing list for sales specifications and bidding information from the foreign buyers and other procedural information by writing to: Office of Small Business, Agency for International Development, Washington, D.C. 20416.

This office also has compiled a Directory of Combination Exports Managers which can be of assistance to U.S. companies not maintaining their own export departments. The directory can be purchased from: Superintendent of Documents, Division of Public Documents, Washington, D.C. 20402.

In addition, AID works in cooperation with the Department of Commerce and its field offices in providing assistance to firms on the aid-related aspect of the American export program.

Hamburg Consulate aids U.S. parts firms in getting orders

An article in the July 1st INTERNATIONAL COMMERCE told of the efforts of the Department of Commerce and members of the Regional Export Expansion Councils in the U.S. to interest U.S. auto-part suppliers in making their services available to the Volkswagen foreign purchasing department. Some 200 American manufacturers have since submitted offers to produce Volkswagen parts. The American Consul General in Hamburg, Paul D. McCusker, secured the list of parts the German auto manufacturer was interested in purchasing, and the list was distributed in the U.S. by the Commerce Field Managers and the REEC members.

McCusker has been advised by Volkswagen that orders are to be placed with a number of U.S. firms as a result of this joint promotional effort.

SAN DIEGO COTTON

During the last weekend in June the Port of San Diego shipped its 2 millionth bale of cotton since 1952.

The cotton represents a value of $400 million and weighed some 500,000 tons. It has taken 20,000 rail cars or trucks to move the cotton to San Diego.

SPEAKS TO GOVERNORS

Secretary Hodges asks most serious consideration be given international trade problems

National Governor's Conference in Miami heard plea for united effort to improve vigor of domestic economy by expanding foreign commerce efforts in every state

The governors of the 50 states, meeting in Florida last week, were asked to give the most serious consideration to the problems of international trade by Secretary of Commerce Luther H. Hodges. He told the governors that the opportunities and demands of overseas trade now reach far beyond our ports and into all 50 states and into the smallest inland towns.

"Foreign commerce is vital to the vigor of our domestic economy," the Secretary said. "Our foreign trade (exports and imports) totals $36 billion. It has been estimated that in 1961 fifteen cents of every dollar of corporate profits recorded in the United States came from overseas operations.

"More than 3 million jobs depend directly upon exports, and millions of other jobs depend in part or in whole upon our ability to import raw material from abroad.

"At a time when corporate profits are lagging and the unemployment rate is running at 5.7 percent of the labor force, the jobs and profits created by international trade are vital to the economic health and industrial growth of every one of our 50 states and must be a matter of deep interest to each of them."

Balance of payments

"There is one further consideration of the greatest importance and seriousness about our status in foreign commerce—this is our balance of payments.

"Since World War II, the United States dollar has been the dominant currency in world financial markets, and large dollar outflows were encouraged to allow war-ravaged economies to rebuild —to overcome what was known as the "dollar gap." These nations have now mended their economies and with substantial help from the U.S. have put up

SECRETARY HODGES

new plants and now contribute significantly to the defense of the free world.

"The competing industrialized nations, generally speaking, now have gold and dollar reserves that are more than adequate. Since 1950, the United States has been out of the red in its international accounts only once—1957, during the Suez crisis.

"A continuing and heavy dollar and gold loss at this point and in the future could result in a decline of confidence in the dollar and a serious problem for the international payments system and the economic progress of the free world."

Excerpts from the Secretary's talk include the following statements:

AID loans sell U.S. goods

"The impact of foreign aid on balance of payments is probably not as great as it is generally thought to be. It is not appreciated by many people that a high proportion of our loans and grants to foreign countries are "tied" to buying goods from the U.S. Actually for every dollar of foreign aid 75 to 80 cents is spent immediately in the U.S., so the net effect of foreign aid is considerably less than total cost of the program as it shows up in the budget.

"Another important source of outgoing funds is net private investment abroad. U.S. firms and individuals invest capital in foreign countries at a faster rate than foreign countries invest in the U.S. These foreign investments are important to the growth of many domestic firms. They have been high in recent years—reflecting in part the startling success of the European Common Market —and have remained high in the first quarter of this year.

"The difficulties of attaining an equilibrium in our balance of payments are complex and of long standing, and we cannot expect a miraculous recovery. But I must say in all candor, if we don't get greater improvement we may need to take more drastic steps."

High wage industries

"Contrary to popular opinion, our larger export industries are high wage industries. Five of the highest wage industries in the U.S.—chemicals and allied products, primary metals, non-electrical machinery, electrical machinery, and motor vehicles and transportation equipment—these industries account for 70 percent of all exports of manufactured goods and 40 percent of all maufacturing employment. These same industries significantly enough employ about 75 percent of all research and development scientists and engineers that we have in our U.S. civilian economy! Eighty-three percent of all our exports of manufactured goods are from industries with average hourly wages higher than the approximate $2.50 an hour average wage for all U.S. manufacturers.

"We export over $20 billion a year because of American intelligence and imagination and in spite of low wages in competing countries. But we have hardly scratched the surface since our total exports amount to less than 4 percent of our gross national product. Competing countries have ratios several times this figure."

NORWEGIAN OIL HUNT

American Overseas Petroleum Co., a Caltex subsidiary, has resumed oil explorations in Spitsbergen. Geologists left Tromøs, Norway, June 11, aboard "Polarøy." Seismologists, together with their 2 helicopters, are due to follow.

Nigeria seeking manager for state electricity firm

Contract to run for 3 years; applications must be received no later than September 5, 1963

The Government-owned Electricity Corporation of Nigeria (ECN) is looking for a Chief Executive Officer and General Manager to administer the corporation during the next 3 years.

Applicants must:

- Be a graduate in Electrical Engineering;
- Have 20 years diversified experience in managing electric utility concerns, with a considerable amount of this time in a high managerial capacity;
- Have considerable knowledge of the operation of a high voltage transmission line system especially connected with a national grid system and hydroelectricity.

In addition to salary, the successful applicant will be furnished a house, free medical treatment for his entire family, and a chauffeur, as well as a weeks' home leave for each month spent in Nigeria.

Applications must reach Nigeria no later than September 5, 1963.

For full details, contact the Bureau of International Commerce's Africa Division, Room 3845, Commerce Dept. Bldg., Washington, D.C. 20230. Phone: WO 7-4650.

U.S. exports to Germany jumped 23% in 1st quarter

U.S. exports to the Federal Republic of Germany increased about 23% during the first quarter of 1963, compared to 1st quarter 1962, according to German statistics. German exports to the U.S. rose about 7%, based on the same periods.

The U.S. trade surplus ($275 million) was partially attributable to a sudden, and probably temporary, jump of German imports in March and does not provide assurance that the record 1962 U.S. surplus will be repeated, according to the U.S. Embassy in Bonn.

Dealer gives exporting a reverse twist

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

LONDON—One evening recently we had dinner with the Cassius Clay of the antique business, a dealer named Mark Golding, along with a diamond splitter from Harry Winston's New York store, both enterprises carrying slightly less precious metals than Fort Knox.

The diamond splitter, Samuel Kronberg, is one of a half dozen residents of the world competent enough to be entrusted with breaking an expensive stone. He recently spent six months studying a multimillion dollar diamond before walking in one morning to put an instrument to it, finding in a split second of time whether or not he had done his homework properly.

"But I wish I knew as much about silver antiques as Golding," he told us.

Golding is turning odd tricks helping United States exports through substantial purchases of British made silver from New York to California, importing it here for sale to private collectors who range from Aristotle Onassis to Europe's best known buyers.

We visited Golding a few days later in the Silver Vaults, a unique organization of merchants some two or three floors below Chancery Lane, where more silver plates, urns and bowls are carried than anywhere else in the world.

"American collections get broken up," Golding told us. "Heirs don't understand their value, or frequently just find keeping them clean a nuisance. Buying trips to your country always turn up bargains."

He took a reading along the aisles. "It must be raining outside. There are too many people walking by to be normal. The tourist never comes to buy; just to get out of the rain. Maybe some dealer will sell a spoon."

The Silver Vaults are exciting. Merchandise dates back at least to the era of Queen Victoria, which in small office after office displays polished plates, tea services and candelabra, the exotic designs glistening in the magnificence of underground artificial light.

"This I purchased in Philadelphia," Golding said, pointing to a silver bird. "This one I bought in Palm Beach. That one in New Orleans. The thrill is finding something."

"For instance, take that tea pot. It has a unique design with a dragon's head for a spout. A couple of months ago in Florida I came across a coffee pot of the same design. Together they are very valuable. There are no duplicates."

Golding took us to a private vault and set out tiny three-inch figures of an onyx monkey, a stork and a chimpanzee. "$16,000," he said. "But I wouldn't sell them. When depressed, I like to look at them. What do they look like to you?"

We allowed that we might have expected to see them in a less expensive range. He shrugged. "Look at these candelabra. I don't know how much they are worth. Maybe $30,000. Maybe $40,000. Who can know? They're the only two of their kind in existence."

"This is a peculiar business. I can turn the key in the door and go away four years. When I return I've made money. Everything will have increased. I'd rather have silver than paper."

"I sold a little silver plate here to some Americans in 1955. They paid me $1800. I bought it back from them this year for $6500 and I think I made a good bargain."

There are unusual stories of merchandise from the United States being shipped overseas. Mark Golding, however, an exporter of British made antiques from America to England, takes this year's award for ingenuity.

Advanced electronic components should sell in U.K., Germany; Trade Center shows scheduled

British market said 'sophisticated, expanding, affluent;' Germans slowly adopting those for industrial, military use

The British market for U.S. electronic components and equipment can be termed: "sophisticated, expanding and affluent."

In Germany, the market for this field is undergoing a "gradual change, swinging away from consumer and entertainment products to electronic instruments and components for industrial, commercial and military applications."

Both countries, say recent market surveys recently completed for the Department of Commerce, are expected to buy more of these products than they did in 1962—the U.S. exported $747 million worth in 1962, with close to half going to the European Common Market and the U.K. In line with this survey result U.S. Trade Center shows are planned in London, Nov. 26-Dec. 6, and in Frankfurt, Jan. 14-24, 1964. U.S. manufacturers of advanced electronic components are invited to stage an exhibit in one or both of these events.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Good source for profits

Many U.S. electronic producers have for several years found Britain a profitable market for their products, and some firms, to keep up with rapidly increasing demand, have had to produce some of their lines in the U.K., supplementing these with new and advanced American products shipped from the U.S.

A continuing source of profit to these producers has been the large number of licensing arrangements made with British manufacturers, the market survey for this country reports.

However you look at the British market, the survey declares, "there is no doubt that it provides one of the best sources of overseas profits for American producers of electronic products."

Other market surveys of the U.K. carried out recently by the Commercial Section of the U.S. Embassy in London had this to say:

"The fact that Britain has the second most highly developed electronics industry in the world enhances, in many ways, the U.S. export potential by, for example, quickening the application of U.S. products by British industry and by providing an expanding market for U.S. components . . ."

"The U.S. unquestionably enjoys a great overall advantage over the U.K. in terms of electronic research and development . . ."

Seek new products

"Almost without exception British firms registering their interest in representing U.S. electronic manufacturers are looking for new products. The extent of such interest is considerable . . ."

"U.S. electronics have good acceptance in the U.K. for quality and performance . . ."

"It is not surprising to find that the U.S. accounted for 62% of 1962 imports into the U.K. of industrial electronic control equipment . . ."

Official British statistics estimate an increase in the 1961 U.K. electronics industry imports—approximately $831.6 million—to well over $1.25 billion, or an increase of about 50%. Along with this a commensurate increase in imports is expected, especially in tubes, semi-conductors and components.

The Electronics Show held at the London Center last June drew 700 buyers and resulted in an estimated $1 million worth of orders at, or because of, the show. A full scale promotion at the exhibition this fall "should at least equal this record," the Embassy in London predicts.

The Embassy's Commercial Section strongly urged U.S. firms thinking of exhibiting to "have knowledgeable exhibitors on the stands at all times to explain details of the equipment . . ."

German market changes

The market for U.S.-made advanced electronic components in West Germany during the next 3-5 years should provide U.S. manufacturers "with increasingly greater sales and profit opportunities," reports a recent market survey on Germany.

The market in this country has been undergoing "a gradual change," the report says, from consumer products to those for industrial, commercial and military use.

The survey pointed out that "American producers of components enjoy a distinct advantage in the advanced components field (in Germany) because of their tremendous research expenditures. These are made possible by the U.S. military and space programs, which pump orders totaling over $8 billion into the American electronics industry per year."

The German electronics industry is now the largest in Europe, with its 1961 production reaching a value of $1.3 billion.

The consumer and entertainment products sector has been decreasing slowly—from 66% of total electronics production in 1959 to about 37% last year. At the same time there has been a gradual shift in emphasis to industrial and commercial equipment. Statistically, the market survey reports, this has had the effect of levelling off the value of the total electronic production during the past two years.

Export rise 'spectacular'

Despite this situation, the survey points out, U.S. exports of components to Germany appear to have risen "in a spectacular fashion," especially for crystal diodes and transistors, capacitors, resistors, inductors, electronic equipment and parts not elsewhere classified, and parts and accessories for electronic computers.

U.S. manufacturers thus are offered excellent opportunities to initiate, develop and expand their exports to Germany now and during the next several years,

the report concludes. Concurring with this is another report, done by an independent research organization:

While consumer products will continue to play an important role in the electronics field, "the professional segment of the market—that is, products sold for industrial and military use—will probably be most attractive for U.S. electronics firms."

Have the advantage

While Germany and Western Europe in general have highly developed electronic industries, U.S. producers enjoy the advantages of diversification. "Since most of the European companies are relatively smaller than those in the U.S., they are unable to devote the research and development efforts necessary to develop a multitude of new products of their own."

"There appear to be opportunities in Europe for U.S. firms to introduce improved production and marketing techniques." European productivity rates are low and are not increasing as rapidly as wage rates. Thus, U.S. electronics firms "could enjoy significant advantages in Europe by introducing the scientific and aggressive marketing techniques that have been successful in the U.S."

Exploratory show

The U.S. Trade Center in Frankfurt held an exploratory electronics promotion last June to test these conclusions. Close to $1 million of business was done in just a few days on the floor of the Center, with about 1,000 business visitors coming to look at the display items.

Included in both the upcoming London and Frankfurt shows will be the following components:

Actuators, amplifiers (miniaturized), cable and harnesses, capacitors (fixed and variable), ceramics, complex components (including micro-miniaturized), connectors and terminals (including miniature), cores, crystals and accessories, delay lines, diodes and rectifiers, electron tubes (including miniature, traveling wave, light sensing, storage and klystrons), encapsulation equipment and enclosures.

Also fasteners, ferrites, fiber optics, filters, fuses and holders, glass components, gyros, hermetic seals, inductances, insulation materials, insulators, lasers, microwave components, motors (miniature), potentiometers, power supply (miniature and sub-assembled), printed circuits, relays (all types, including electro-magnetic, crystal, can, coaxial, stepping and thermal), resistors (fixed, variable and others), resolvers, and semi-conductor materials and semi-conductors (all types including solar cells, infrared detectors and thermo-electric devices).

U.S. Business Proposals to be promoted by Trade Information Booth at Cologne camp, sports goods, garden furniture show

Recreational activities in Germany now on increase; BP's must be submitted to Commerce Department by September 1

The Department of Commerce, in a continuing effort to assist U.S. firms in developing their markets abroad, will operate a Trade Information Booth (TIB) at the SPOGA—International Trade Fair for Sports Goods, Camping Equipment, and Garden Furniture in Cologne, Germany, November 3-5.

The Trade Information Booth will offer an excellent opportunity for U.S. manufacturers and exporters of sporting and camping articles and garden furniture to establish or expand sales of their products in West Germany. Such firms are invited to send their Business Proposals for promotion at the SPOGA Trade Information Booth.

Recreational activities in the Federal Republic are increasing in importance and economic significance as a result of rising disposable income and more leisure hours available to the average West German. An increase in active participation in sports on the part of many people in West Germany has led to greater demand for sporting and camping goods of all kinds. For this reason, and in view of the substantial success U.S. exhibitors have experienced at SPOGA, the Department of Commerce believes that a market for American sporting and camping articles and garden furniture exists in the Federal Republic.

Business Proposals will be printed in German in summary form, without identification or address, in a booklet which will be distributed throughout West Germany prior to the opening of the Fair. Identification will be revealed only to appropriate firms after consultation at the Trade Information Booth in regard to a specific Business Proposal. U.S. firms will be provided the names of those European firms interested in their Business Proposals so that rapid follow-up action can be taken.

To make use of the Business Proposal Service, please answer the questions below and submit with two copies to the Bureau of International Commerce, Trade Fairs Division, Department of Commerce, Washington, D.C. 20230. Please indicate interest in SPOGA.

- What product do you wish to sell or offer?
- Do you wish to appoint an agent or distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
- Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material so that an effective sales presentation can be made. Data on the size and scope of the firm, catalogs, and price lists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations. Do not send more than 25 pieces of descriptive literature. Business Proposals and literature must be received in Washington by September 1.

Publishers of trade journals are requested to send the U.S. Consulate General at Duesseldorf as many copies of their publications as possible for use in the Trade Information Booth. Trade publications exhibited through the facilities of the TIB will stimulate interest in U.S. goods advertised therein, as well as in the publications themselves. Packages of publications should be sent to the Consulate General as soon as possible. They should be addressed to the attention of the Commercial Officer and marked internally "For use at SPOGA TIB."

Advanced automotive service equipment should sell in growing Italian market

Survey for Commerce Department reports large jump in number of cars; majority of Italian garages said poorly equipped

Rapid growth in the number of motor vehicles in Italy has created a good market for advanced types of U.S. automotive service and maintenance equipment, according to a special marketing study whose findings have been released by Eugene M. Braderman, Director, Bureau of International Commerce, U.S. Department of Commerce.

The survey, entitled "The Automotive Service and Maintenance Equipment Market in Italy," was conducted by Pietro Gennaro & Associates of Milan, Italy, for the Commerce Department. The major findings of the survey are:

From 1951 to 1963, the number of motor vehicles on Italian roads increased almost 5½ times; yet, the number of automotive workshops increased less than 2½ times. Currently, there are 3.7 million motor vehicles in use and approximately 25,000 automotive workshops, of which about 2,000 are owned by Italian automobile manufacturers.

While the total number of workshops is still considered lower than the actual need, indicating future expansion in the over-all market, the majority of existing Italian garages lack equipment and have immediate need for advanced automotive equipment.

Tooling industry developed

Apart from garages owned or authorized by automobile manufacturers, which usually provide standard equipment, most Italian garages possess only greasing and general maintenance equipment consisting of a series of mechanical tools and some machine tools. An estimated 90% of these tools are produced by local firms for use in automotive workshops and a wide variety of other industrial operations. The tooling industry is highly developed in Italy, with 1961 production of machine tools amounting to more than $192 million, while production of mechanical tools was estimated at $64 million.

Only a few Italian garages have pressure washing and greasing installations with hydraulic auto-lifts, the next major category of equipment investigated by the survey. But here again, local production is well established, with the current import market estimated at only 10% of Italy's annual $16 million production.

The greatest opportunity for U.S. automotive equipment manufacturers is noted in diagnostic, testing and similar equipment. This equipment is almost entirely absent, except in some garages owned by car manufacturers. Thus, the considerable development of motorization in Italy, and the competition from the car manufacturers' well-equipped garages, are necessitating improvement and updating of equipment by the private automotive workshops.

'Best available'

In addition, the local testing and diagnostic equipment industry is just beginning and almost all such apparatus is being imported from the U.S., Germany, Denmark and France. Most of the testers are imported from the U.S. and "they are the best available on the market," according to opinions of manufacturers, users and importers interviewed by the survey in Italy.

Among the products which are expected to have a growing market potential, priority status was given to wheel alignment indicators and machines, motor analyzers, headlight and ignition testers, torque wrenches, tachometers, side slip and camber caster testers, wheel balancers, distributor testers.

U.S. exporters can best capitalize on this burgeoning automotive market, according to the survey, by intensifying their relationships with Italian importers and agents, and by participating at trade fairs and exhibitions in Italy. The creation of a network of technical assistance is also advised, as the average Italian motor repairman is not acquainted with U.S. products.

Import duties on U.S. service and maintenance equipment range from a minimum of 9.6% to a maximum of 17% depending on the type of equipment. In addition, a further 3.3% National Sales Tax and a levelling tax on imports, which varies from 4% to 5.5%, must be added to the duty. An import license is not required for maintenance and service equipment of U.S. origin.

U.S. Trade Center in Milan displays products in use

Manufacturers given opportunity to place equipment on permanent display at new showroom

In order to provide all with an equal opportunity to take advantage of a promotional technique, the Department of Commerce is making this advance announcement. The fifth U.S. Trade Center will be opened in late 1963, at Milan, Italy.

To be housed in a pavilion especially designed by Peterson and Tilney, and located at the famed Milan Fair Grounds, it will concentrate primarily on showings for Italian commercial buyers. Along with the U.S. Center at Frankfurt, however, it will direct its sales activities at the entire Common Market.

Each U.S. Trade Center annually stages six or more integrated displays of some branch of the consumer goods field. In addition to the merchandise thus displayed, the furnishings and appointments of the Trade Center itself, properly identified, constitute a year-round display of U.S.-manufactured equipment and furniture.

Because a number of U.S. firms have requested an opportunity to display their product in this manner, the Department of Commerce will consider and accept well designed top quality examples of U.S. building materials, plumbing fixtures, furniture, drapes, carpeting, china, glassware, office equipment, and similar permanent furnishings to be displayed in use at the Center.

Inquiries should be addressed to: Bureau of International Commerce, Director, Trade Center Division, U.S. Department of Commerce, Washington D.C. 20230.

PARIS TEXTILE SHOW

The 6th International Textile Show will be held at the end of next May. Exact dates will be announced later. The 1963 event (May 27-30) was visited by 6,390 buyers including 1,662 foreign buyers originating from 57 countries. There were 116 exhibitors, 47 of them from outside France. A wide range of textile goods was displayed.

All indicators point upward in expanding Thai economy; U.S. business interest high

Major construction boom is changing face of nation; electrical and industrial machinery, transport equipment are leading U.S. sellers; Japan is chief foreign supplier

Nineteen sixty-three promises to be an excellent year for Thailand's economy. American exporters and investors are entering the economy in increasing numbers in an effort to extend their commercial operations in this rapidly growing and essentially stable economic area.

Thailand, in its third year of an economic development and expansion boom, recently received commitments for a total of $60 million in foreign exchange loans in addition to those already on tap, to be used within the next few years for basic infrastructural and industrial development.

Interest to U.S.

Of special significance to American exporters, the World Bank announced a $35 million loan to the Thai Government for partial financing of a $62 million highway development program. U.S. suppliers are expected to compete favorably for the road maintenance and construction equipment, engineering services, and technical training service contracts which will be let on an international competitive basis.

In addition to vigorous development in roads and other utilities, agriculture and industry have made substantial progress. The 1962-63 rice crop (Thailand's primary foreign exchange earner), according to the latest forecasts will reach an all-time record of 8.9 million metric tons of paddy, providing potential for foreign exchange and expansion of consumer and capital goods imports. Other agricultural commodities are maintaining relatively steady production levels, with an increasing number of products becoming important foreign exchange earners.

The industrial sector continued its steady growth during the early months of 1963. A major construction boom has taken hold in the Bangkok area and upcountry as well, and is apparent in street and highway, shop, office building, and home construction. Recent visitors to Bangkok have commented on the sounds of "Jack" and riveting hammers, bull dozers, scrapers, cranes, and other heavy construction equipment as a new and all-pervading feature of the Southeast Asian capital. In the minerals and metals sector, several U.S. and other foreign firms are conducting geological explorations for oil in the North and iron ore and other minerals in South Thailand. Advances are also being made in decentralizing marketing and business controls in the economy, particularly in the meat packing industry, where the Thai Government has dissolved a firm having monopoly control over pork processing and merchandising.

Gold and foreign exchange reserves tend to reflect the growth and stability of the economy, with a recorded rise of $34 million in the first quarter of 1963, bringing Thailand's total reserves to nearly $320 million; an amount nearly equal to an entire year's imports.

Preliminary foreign trade figures for first quarter 1963 place Thailand's imports at $131 million and exports at $123 million, slight decreases from the corresponding 1962 period. The $8 million deficit contrasts with a first quarter 1962 surplus of $450,000. A comparative $15.5 million export earning decline has been attributed primarily to controlled and decreased rice exports and lower rubber, tin, and teak prices.

Trade changes

During the first 2 months of 1963, there were sizeable changes in trade with Japan and less pronounced variations in trade with the U.S.—Thailand's 2 most important trading partners. Japanese exports to Thailand increased by 16.7% to $29.9 million, a 33.7% share of the Thai market for the period. Export increases were due chiefly to accelerated sales of miscellaneous manufactured goods, machinery, and transport equipment.

U.S. exports to Thailand were valued at $12.3 million, representing 13.9% of total Thai imports. Decreases in tobacco, mineral fuels, lubricants, and chemicals balanced the substantial sales increases registered in electrical and industrial machinery and transport equipment.

American entrepreneurs, with few exceptions, continued their drive in 1963 to expand commercial operations in the Thai market and general economy. The U.S. Trade Center in Bangkok, in the first 6 months of 1963, held highly successful shows on automobile and truck accessories, small farm machinery, and pharmaceuticals. Products of over 100 U.S. manufacturers were exhibited and several hundred thousand dollars worth of sales were consummated during the period.

U.S. shows planned

Other Trade Center shows for 1963 are tentatively scheduled for business machines and office equipment, agricultural chemicals and plant foods and equipment, and small hand-powered tools and equipment.

U.S. businessmen are making increasing use of the Center's services, and Thai and other Southeast Asian buyers have also shown a growing interest in the Center's exhibits and product themes. The Trade Center has become an excellent, low-cost opportunity for U.S. business to test a foreign market and to obtain

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

local representation for its products in Thailand.

American entrepreneurs, aware of the growth potential of the Thai economy, have also substantially increased the flow of U.S. capital and goods to Thailand through investments. During the early months of 1963, a major U.S. rubber manufacturer laid the cornerstone for its $10 million tire and rubber plant, and another U.S. firm opened its $3.5 million plant for the manufacture of a well-known American detergent. Several other American firms are currently investigating and, in some cases, proceeding to invest in the manufacture of galvanized pipe, Kraft paper, furniture, cotton and silk fabrics, and wire and cable. Of particular interest, a number of U.S. and other foreign firms are reported to be considering the development of a Thai steel industry.

Industrial zones

Thai press reports further indicate that the Government is considering a proposal by private U.S. businessmen to finance the establishment of industrial zones in Thailand, and to operate them under long-term leases. The project would provide reasonably priced land rental, power, water, and transportation to foreign businessmen prepared to participate in the Thai industrial expansion program.

Other developments of early 1963 include the construction of Thailand's first synthetic fiber mill, a $7.5 million Japanese unit equipped to produce 400,000 meters of high quality synthetic fiber.

Results of Thailand's liberal industrial investment promotion law were evident during the first quarter of the year with "Promotion Certificates" being issued to firms registering a capital outlay of over $3 million. Three recipients of formerly-issued certificates began production of nails, gypsum, bicycle tires and shoes during the same period.

Overall, the early months of 1963 portend a rising tide of development and economic expansion. Development loans, increased export earnings with a resulting rise in purchasing power, and substantial progress in industrialization are expected to attract a growing number of exporters and investors anxious to be in on the "ground floor" in Thailand.

ASCORBIC ACID IMPORTS

Japan and Denmark together supply 75-90% of annual U.S. imports of ascorbic acid, thiamin, and pyridoxine. The Netherlands, West Germany, Switzerland, and Sweden are among major sources of vitamins and vitasterol.

Robust Swiss economy remains prime market for U.S. products

U.S. sales declined in 1st quarter, but prospects are bright; textiles and chemicals only industries not at full capacity; construction sector continues to pace bustling economic growth

The Swiss economy continued to expand in the first quarter of 1963, although slightly less vigor was apparent in some sectors.

The excellent business conditions were reflected in the rising volume of retail sales, as well as a high level of industrial production and increased exports, according to the U.S. Embassy in Bern. In spite of a certain slackening in new orders, industry's order backlogs remained high, and housing construction boomed.

Easier money and the persistent labor shortage continued to exert inflationary pressures. Prices at both retail and wholesale levels increased, and the Government made new efforts to enlist the cooperation of business, agriculture and labor leaders in stabilizing prices and wages through voluntary restraints. Profits were being squeezed—especially those in the consumer goods field—by vigorous foreign competition.

Excellent market for U.S.

The growing affluence of the Swiss population, as well as the need to increase productivity and reduce costs in many industries have provided excellent opportunities for expanding the sales in the Swiss market of a wide variety of U.S.-made consumer goods and industrial equipment. Particularly strong demand exists for construction equipment, especially earth moving machinery. A growing market has been also reported for quality electric and portable typewriters. Typewriter users are beginning to show a marked preference for nylon ribbons in lieu of silk or cotton ones. Also on the rise are sales of dictating and copying machines for office use.

Pianos are becoming a status symbol, and increased sales have been registered during the last several months. Reflecting an increasingly strong predilection for jazz and other modern forms of popular music, wind instruments are gaining in popularity. Sales of phonograph records are at an all-time high, with the favorites of U.S. teen-agers also excellent sellers in Switzerland.

Aided by spreading use of automatic washing machines, the market for laundry detergents is expanding, while sales of soft laundry soaps and soap flakes are declining. Particularly in demand are detergents, including the liquid type, which do not produce large quantities of suds.

Further changes in Swiss living habits are leading to increasing sales of salted biscuits and crackers, with consumers showing a marked preference for better quality and high-priced products suitable for eating with beer, cocktails, and aperitifs. There is also a good market for imported chewing gum, in spite of local production.

Various Swiss companies have recently expressed interest in importing or distributing such highly diverse items as compressed air equipment, textile machinery, textile testing equipment, artificial skating rinks, bags for pre-mixing of concrete, and toilet preparations.

Swiss foreign trade in the first quarter of 1963 showed very satisfactory results. Exports rose to $553 million from $524 million during the corresponding quarter last year. With the exception of pharmaceuticals and watch exports, both of which declined slightly, all Swiss exporting industries reported excellent sales of their products abroad. Imports during the first quarter totaled $746 million, showing a decline from the $761 million recorded in the January-March period of 1962. As a result, the customary trade deficit decreased from $237 million to $193 million.

The principal imports, other than raw materials, consisted of machinery, automobiles, chemicals, liquid fuels, steel sheets and pipes, wearing apparel, silk and synthetic fabrics, jewelry, plastic materials, paper and pulp, rubber goods, shoes, and wine.

U.S. sales decline

Swiss purchases of U.S. products declined to $61.3 million from $87.8 million in the January-March period of 1962. It should be noted, however, that Swiss imports from the U.S. in the first

quarter of 1962 included 2 jet airliners, which boosted the value of total Swiss imports from this country to an exceptionally high level. The U.S. share of the Swiss market dropped to 8.1%, compared with 11.5% in the first quarter of 1962. On the other hand, Swiss imports from the Common Market climbed to 64.9% of total Swiss imports, from 61.9% in the same period of 1962.

Partial trade data now available indicate that in April Switzerland's foreign trade deficit increased considerably due to record imports, although exports were also considerably higher than in April 1962. Imports from the U.S. showed a slight increase, and the U.S. share of the total Swiss import market also inched up, reaching 9%.

Production at high level

Except for a few branches of the textile and chemical industries, Swiss industry as a whole remained as fully occupied during the first quarter as limitations of plant and personnel permitted. Although the backlog of work dropped in several industries due to a decline in new orders, it was still considerable. The order backlog in the Swiss machinery industry, for example, was 10 months at the end of March, compared to 10.8 months a year earlier.

The trend in new orders is characterized by a declining demand for textile and electrical machinery, an unchanged demand for heavy machinery and machine tools, and an increasing demand for mechanical measuring instruments, tools, and structural iron and steel.

The machinery sector maintained its customary first place among Switzerland's exporting industries. Its foreign sales during the first quarter totaled $189 million against $166 million during the corresponding period of last year.

Exports of the watch industry dipped slightly to $71.1 million, from $72.6 million in the first quarter of 1962. These exports represent 97% of total Swiss watch production.

Construction booms

Construction continued in high gear. In spite of severe weather, the number of new housing units completed in the 76 principal Swiss towns and cities increased to 2,504 in the first 2 months of 1963 from 2,107 in the corresponding period of 1962. Demand for construction continues to exceed the industry's capacity, and Swiss builders operate under strain especially aggravated by the labor shortage and the resulting wage pressures. The latest data on building costs in the city of Zurich show a 6.4% rise from October 1, 1962, to April 1, 1963, against a 1.2% increase in the corresponding period a year earlier.

Pressures on the overburdened construction industry caused the Swiss highway building program for 1963 to be cut back. On the other hand, plans for public building projects by municipal, cantonal and Federal authorities over the next 5 years call for expenditures of $5.5 billion, a whopping 81% over the 5-year public works program announced in 1958.

Tourism, an important factor in Swiss economic life, showed a slight decline, partly due to poor weather conditions. Guest nights spent in Swiss hotels and similar establishments dropped to 6.3 million, compared to 6.5 million in January-March 1962.

In the commercial sector, brisk consumer buying boosted retail sales 9.2% and 8.6% respectively, over January and February of last year. Swiss businessmen, however, complain increasingly of pressure on prices and profit margins because of sharp competition—particularly from German, French, Italian, and American producers. This is especially true for consumer goods. Imports of such goods during the quarter were $16.3 million higher than in the same period in 1962.

Steel mill product imports and exports rose in May

U.S. exports and imports of steel mill products continued to move upward in May, according to the Iron and Steel Division, Business and Defense Services Administration (BDSA), U.S. Department of Commerce.

May exports of 223,000 tons were 25,000 tons over April and 73,000 tons higher than May a year ago. Principal increases were in semi-finished shapes, sheet and strip, and structural shapes and pilings. Total exports for the first 5 months of 1963 were 827,000 tons, 26,000 tons higher than a year ago.

Imports totaled 516,000 tons compared to 425,000 tons in April, and 413,000 tons in May 1962. Increased purchases of semi-finished shapes, wire rods, concrete reinforcing bars and sheet and strip products contributed to the rise.

Belgium-Luxembourg remained the principal source of imports supplying 36.4% of the total for the first 4 months of 1963 (latest compiled data). Imports from Japan continued upward, totaling 242,000 tons or 18.9% of the total.

AID-financed purchases continue to assist sales abroad, especially to Pakistan and India.

Malayan industrial development firm gets World Bank aid

Funds will purchase imports of equipment, materials and services

The World Bank and its affiliate, the International Finance Corporation, have agreed to join in providing loan and share capital for the Malayan Industrial Development Finance Limited (MIDFL), a company established in March 1960 by local and foreign investors to assist in the expansion of private industry in the Federation of Malaya. The Bank is lending $8 million and the IFC is subscribing the equivalent of $833,000 in the new shares being issued by MIDFL.

The Bank loan and IFC investment are part of a series of measures being taken to strengthen the capital structure of MIDFL to enable it to make a larger contribution to the industrial development of Malaya and, in due course, of Malaysia.

Buys imports

The World Bank loan of $8 million will provide foreign exchange in various currencies for the purchase of equipment, materials and services imported into Malaya. The loan will be operated as a line of credit and will be committed, in parts, for individual projects to be agreed upon from time to time by the Bank and MIDFL.

In general, Malayan industrial growth has been confined mainly to light industry but several major industrial projects, such as an automobile tire factory, 2 oil refineries, a steel blooming mill, a pipe factory, 2 cement mills, a pulp and paper plant, a sugar refinery and a fertilizer factory are being considered or are already under way.

Foreign capital

Much of this development has been financed with the participation of foreign capital. Malayan enterprises have often been handicapped by the inability of the local capital market to channel an adequate share of domestic savings to productive industrial ventures, in suitable form and on suitable terms. MIDFL is designed to meet this need by providing long-term investment capital in any form appropriate to its clients.

Growing Ecuador is prime area for direct investment and bright market for U.S. exports

Recent coup expected to contribute to political stability; recent record makes nation 1 of Latin America's most promising

By JAMES LOPES
Bureau of International Commerce

Ecuador's potential for economic growth is among the more favorable in Latin America. Since 1950 the economy has had a 4.9% average annual increase in GNP, a spectacular growth rate when considering that Ecuador is a small country, and received only $64 million in new foreign direct private investments in the period.

The recent coup is expected to add to the generally favorable economic outlook by ensuring political stability. The new ruling junta has indicated willingness to implement many Alliance for Progress social reforms which the previous regime was unwilling to undertake.

In current prices, the Gross National Product, the National Income, and the National Consumption more than doubled in the 1950-61 period. Per capita income increased from $119 in 1950 to $157 in 1961. The adjusted value of foreign trade for 1961 stood at $235 million, which represented a 50% increase in value over 1950's levels. The adjusted value of exports rose from $78 million in 1950 to $132 million in 1961—a remarkable increase when considering that the unit prices of Ecuador's major exports dropped in the period. Production increased without the spurious benefits attributable to inflation, as price movements and the cost of living changed only slightly during the period.

Leading exports

The economy of Ecuador has a well-developed international market for its primary agricultural exports: bananas, coffee, and cacao, which account for about 85% of all export earnings, and also for rice, sugar, oil seeds, castor beans, balsa wood, pharmaceuticals, "Panama" hats, and shellfish. The U.S. is the main customer, followed by Europe, whose share of Ecuador's exports increased 50% since 1950. Bananas have dominated the export market and made Ecuador the world's largest producer. In 1959-61 period bananas accounted for about two-thirds of the export earnings, compared with less than one-fourth in 1950. With about 20% of the GNP dependent on exports, which in turn are dependent on the export of bananas, the economy of Ecuador greatly depends to a great extent on the foreign banana market. The Government's determination to promote improved cultivation methods, develop by-products, and penetrate new markets should sustain or even increase its share of the world market for bananas.

Farm output up

Agricultural production for domestic consumption also has improved considerably in the last decade. Except for the production of wheat, which had to be supplemented with large imports, local production of domestic staples is beginning to cover local consumption. Cattle production more than tripled in the same period. Though agriculture is still at subsistence levels, the envisaged agrarian reform with broadened land ownership, supplemented by the greater use of quality seeds, pest controls, and foreign technical assistance, will increase productivity. The large investments in roads will continue to improve farm to market communications and widen the domestic market for agricultural products.

The country has only partially developed its abundant productive lands, forests and mineral resources. Ecuador has large tracts of agricultural land to be cultivated. While agriculture is the pursuit of most of its population, less than half of the arable land of the Coastal and Highlands regions is under cultivation. Except for balsa wood for which Ecuador is the main world producer and supplier, the vast forest resources remain largely commercially unexplored.

The country has metalliferous deposits of placer gold, diatomite, kaolin, sulphur, and veins of lead, zinc, and silver which are worthy of increased exploration. There also are some rock types that could be cut to make decorative stone work for modern buildings.

The population is increasing rapidly, now 4.45 million compared with 3.17 million in 1950. Due to the untapped resources of the country a 3% increase a year in the past decade (one of the highest in Latin America) represents a potential asset for economic growth and expanding markets, rather than a burden of overpopulation. The economically active labor force, which is a potential factor of production, increased from 1.2 million in 1950 to 1.6 million in 1961. While population centers are not always located near resources, resettlement and the contemplated agrarian reform should alleviate the present problem of high unemployment and provide the manpower for accelerated economic development.

If the development of electric power, petroleum, coal, and adequate transportation systems are considered prerequisite to industrial development, Ecuador has attained progress in these sectors. Installed electric power capacity tripled in the 1951-61 period, reaching a 132,000 kw. capacity and a production of 453,000 kw. hours in 1961. Crude petroleum production reached 123 million American gallons. Commercially exploitable coal deposits at Biblian have been estimated at 50 million tons. While the lack of an adequate transportation system is felt in many sectors of the economy and is partially responsible for the small amount of domestic trade, Ecuador now has 7,077 miles of roads, half of which are paved.

Transport conscious

The Government is transport conscious. Transportation absorbed half of the $133 million in foreign loans extended to Ecuador in the 1950-61 period. Ecuador's National Development Plan has allocated $61 million to transportation, and the World Bank has conducted a survey of the transportation system.

Ecuador has a Development Plan which attempts a modest annual rate of economic growth of $46 million until 1967. The Immediate Development Plan (1961-63) sponsors projects in agriculture, industry, transportation, and education. The 1961-67 Plan envisages $78 million in capital investments in the 1961-65 period, of which about $61 million is to be financed by foreign loans.

The Planning Board has established the following list of priority projects and industries: fertilizers and sulphuric acid plants, caustic soda, refined iodized salt, glass containers, tire and tubes, construction materials, meat packing and slaughter houses, a sugar mill, production of struc-

tural steel, and manufacturing of agricultural implements.

The revised Industrial Law of 1961 increased the incentive for private investments in the sponsored fields through tax benefits and lowered import duties on raw materials and capital equipment (See Ecuador's Industrial Development Law, OBR 62-17, Dec. 1962).

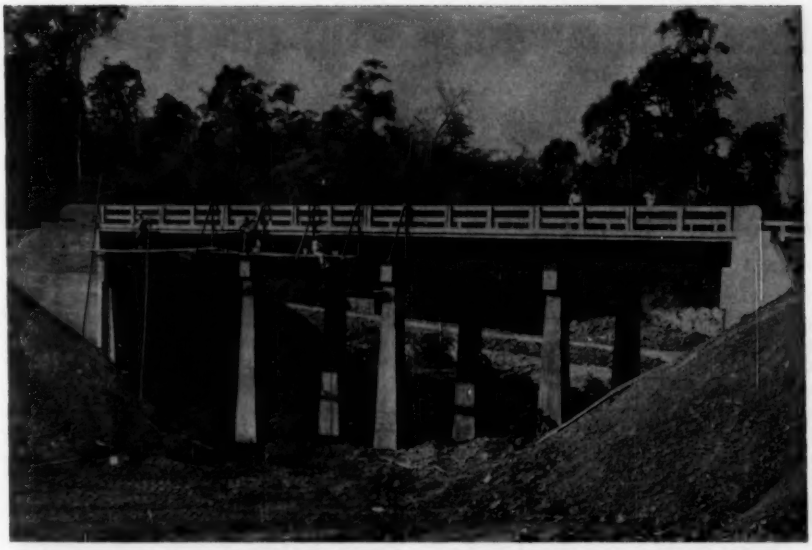
Based on the industrial growth of certain industries in the past decade and on the Development Plan, a brief review of some of the industrial possibilities which merit further investigation can be attempted.

Rundown

Heavy machinery—The emphasis on road construction should open the market for American construction equipment.

Lumber and wood processing industries—Between 1950-58 the lumber industry experienced a 5.8% annual average growth—a small growth when considering Ecuador's vast forest resources. In 1961 total exports of hardwoods. which are abundant in Ecuador, amounted to only $4.2 million. The improvement of the transportation system will open up new lands and make the vast forest areas more accessible to world markets. Although furniture manufacturing experienced a 10% average annual growth in the past decade, it needs to be mechanized to make it more competitive with metal furniture. There is a need for wood distillation facilities to produce tars, creosote, wood oil, and alcohol in addition to charcoal. There is also need for local manufacture of simple types of woodworking equipment, mechanical saws, planers, and sanding equipment.

Chemical industry—The industry experienced a 4.1% average annual growth in the 1950-58 period. Exports of pharmaceuticals products rose from $357,000 in 1957 to $1.1 million in 1961. Yet, in 1961, Ecuador imported $4.4 million of pharmaceuticals, which reveals the existence of a large internal market to support local production of some of the imported drugs. **Soaps**—There are several small manufacturing plants which produce laundry cake soaps sufficient for Ecuador's market, but there is a need to manufacture fine toilet soaps. Imports of better quality soaps amounted to 150,000 pounds and cost Ecuador $60,000 in 1961. **Detergents**—There is no manufacturing of detergents in the country. **Cosmetic and toilet products**—Imports of these products were valued at $605,000 in 1961. **Insecticides**—While Ecuador recently started to produce insecticides, it still imports large quantities to meet the rising demand to combat diseases threatening the export crops. In 1961 the country imported 1,216 tons of insecticides valued at $932,000.



SMALL BUT VITAL: Workmen add the finishing touches to a small bridge in rural Ecuador. Transportation absorbed half of the $133 million in foreign loans received by Ecuador between 1950 and 1961.

Construction materials—An asphalt refinery is needed. In view of the planned road program, local production of asphalt at lower than imported cost should be very advantageous. There is also need for concrete products—block, pipe, and prestressed concrete products.

Hospital equipment—There is limited production of basic hospital equipment, with a few small firms producing a few beds a month. The possibility of marketing or producing hospital furniture is good, for there are several hospitals in final stages of construction.

Other tools and equipment—In the agricultural sector there is a need for hand tools, pumps, and spraying equipment. For **dairies:** vessels and pasteurizers. For **poultry:** feeders and incubators. For **livestock:** grinding and mixing equipment. **Artisans:** hand tools, blow torches, and small power tools. For food **processing and beverages:** cans and filter presses. **Buildings:** simple concrete mixers and elevators. **Other:** simple improved hand looms and knitting machines, wool washing equipment, simple shoe repairing equipment, simple cheap stoves, and plastic products.

While the seeds for economic development and expansion of American exports and investments are present, Ecuador has been experiencing some discouraging factors which should be taken in consideration. In 1961, Ecuador experienced for the first time in the decade a period of financial instability caused by the sharp leveling off of the boom, inflationary policies, and political instability. The Government incurred large fiscal deficits in recent years. Although the foreign debt amounted to only $95 million in 1961, interest and amortization payments ($13 million in 1961) began to cause some concern. While real national income rose at an annual average rate of 5.8% in 1950-55, it slowed down to 4% in the 1956-59, and settled to a stagnating rate of 0.8% in 1961. However, preliminary data for 1962 shows considerable economic improvement.

Ecuador still has one of the lowest per capita incomes in Latin America. About 40% of the population live outside of or barely in the money economy. There is a large mass of increasingly restless landless people, and the country is experiencencing considerable political instability. However, the support of the Alliance for Progress and the large amounts of loans granted by international institutions lead to the belief that the accelerated economic expansion will continue along the traditional lines.

G.M. IN SOUTH AFRICA

General Motors Company has bought 395 acres of industrial land on the outskirts of Port Elizabeth, South Africa. The new site is 4 times as big as the present property owned by General Motors. The land is intended for expansion.

Mexican economy still active but slight slowdown indicated

May imports from U.S. at $70 million, 25% over 1962; ample investment funds available, but they go begging

Mexican economic activity held up well in May, albeit at a somewhat slower pace than April. For example, urban department store sales, although good, increased only a little more than half the comparable increase in April. Investment bank funds remained abundant, but loan demand was limited and offers of deposits were more than banks could absorb. The long winter drought was broken by mid-June, with rains throughout most of Mexico.

Greater emphasis was placed on housing, with the Government issuing instructions to mortgage and commercial banks to provide an increased flow of funds to housing under the national housing program.

The Government announced a program of financial assistance to the mining industry, referred to in the President's message of September 1, 1962. The program prescribes the basis for granting reductions in production, export, and income taxes, to the various segments of the mining, smelting and mining equipment producing industries.

Rise tapers off

Business continued active in May, but businessmen felt that the rate of increase had tapered off slightly from April. Home furnishings, apparel, and automotive and sporting goods lines showed better than average sales increases, while appliance and hardware volume increased at only half the overall rate. Automotive vehicle and cement volume increased, but at a slower rate, while chemicals and iron and steel continued strong. Retail chain food sales were also stronger, with a slight increase over the corresponding month of 1962 for the first time in 1963.

As Mexico's steel industry has continued to expand, imports of finished steel products have declined. In the first quarter of 1963, scrap imports were 90,800 metric tons, up 46% from the 62,300 tons imported in the first quarter of 1962, and represented more than 80% of total iron and steel imports.

Altos Hornos de Mexico, Mexico's Government-owned and largest steel producer, received a $16.9 million loan from the Export-Import Bank to purchase U.S. machinery, materials, and equipment, primarily for its main plant in Monclova and its La Consolidada Division in Mexico City. This loan, announced by the Bank on May 29, will help finance Altos Hornos' 8-year expansion program, which began in 1959 and is intended to increase capacity and improve quality. Total cost of the program is set at more than $75 million.

Altos Hornos also announced the signing of an agreement with Continental-Emsco de Mexico, S.A., affiliate of a U.S. company, to manufacture the latter's line of oil field products, including drilling equipment and mechanical pumps.

Industrial developments

On June 6 the Minister of Industry and Commerce inaugurated a large factory in Monterrey to produce automotive rims and wheels. Willys-Mexicana will spend $8 million in constructing an automotive engine and parts plant in Toluca, and will be the fourth automotive firm to establish installations there. Borgward commenced construction of its automotive plant in Monterrey.

Poli-Rey, S.A., owned equally by PEMEX, Celulosa y Derivados, S.A. (Monterrey chemical firm) and Imperial Chemical Industries of Great Britain will establish a polyethylene plant near Reynosa, Tamaulipas, which will produce about 20,000 metric tons annually by 1965. Derivados Etilicos, S.A. has been established by PEMEX and Industria Quimica-Farmaceutica, S.A. de C.V. to produce ethylene oxide and by-products of ethylene and propylene.

Investment banks reported the continued availability of funds to lend and more offers of funds for deposit than they could absorb. Currency in circulation declined 0.4% but was 10% higher than at the end of May 1962.

Increased internal financing of housing and Alliance for Progress credits for housing were emphasized during May. Monetary authorities issued instructions to mortgage and commercial banks to provide increased funds for housing. The country's largest private mortgage bank reported that the private banking system could provide $24 million a year for the construction of about 5,500 low cost houses at an average cost of $4,400. Such housing would be financed by 9% mortgages amortizable over 15 years.

Government officials, including officials of Nacional Financiera and the Director General of PEMEX, reportedly went to Paris to arrange for the $150 million French loan. The Minister of Finance reportedly stated that an outstanding feature of the loan was that $50 million could be used for local costs. Representatives of both U.S. and European financial institutions visited Mexico in May to offer credits to the Government and private entities.

Foreign trade

Total Mexican imports declined slightly in April to $98.2 million from $100.7 million in March, but were considerably higher than the $86.2 million of April 1962. April imports from the U.S. were $70 million, compared to $74.5 million (revised) in March and $55.8 million in April 1962.

Total Mexican exports (revalued) rose to $89.7 million in April, from $82.6 million (revised revalued) in March and $86.3 million in April 1962. Exports to the U.S. (not revalued) rose in April to $58.2 million from $55 million in March, but were less than April 1962 exports of $59.5 million.

The seasonal tourist slump in May was less severe than in recent years. Internal travel was stimulated by vacations of many Government workers and school children during the last week of May.

A delegation of Italian businessmen visited Mexico early in June to discuss increased exports of Italian machinery for the food-processing and chemical industries, in return for Mexican exports of meat, cotton and fibers to Italy.

A group of Mexican businessmen visited Finland, Sweden and Denmark in May to survey possibilities for increasing trade, and a Government official indicated that Mexico was negotiating a commercial agreement with Japan.

On June 5 a commercial mission arrived from Indonesia to work out problems of Mexican cotton textile exports to Indonesia, and Indonesian exports of rubber and spices to Mexico, under the agreement signed 2 years ago.

The long drought period in Mexico was broken in May with satisfactory rains throughout the country. The especially critical northern desert areas, such as the Laguna in Coahuila, the State of San Luis Potosi, and north to the border have benefited, assuring enough soil moisture to at least start crop growth. The only large areas not benefited appreciably were Zacatecas and Aguascalientes.

Nicaraguan expansion continues; U.S. increases share of growing foreign trade; new plants built

Trade within Common Market zooms, is still relatively small; 2d straight record cotton crop, new industries brighten outlook

The very good economic conditions enjoyed by Nicaragua in 1962 continued through the first quarter of 1963, the U.S. Embassy reported. Business was generally good, as could be expected under the expanding economy.

The agricultural sector of the economy was especially strong, largely due to the second straight record-breaking cotton crop. Although cotton growers continued to express concern about possible effects of U.S. export policy on world prices, they showed no hesitancy in continuing to invest and indications were that the 1963-64 crop would be even higher.

Coffee appeared to be moving normally. As was the case in 1962, the soluble coffee factory will be importing some coffee to meet the foreign demand for its product, while high grade Nicaraguan coffees are exported "green." Nicaragua should have no coffee surplus this year. It appeared that the whole sugar crop would move without much difficulty, and production of bananas in the Pacific coast area continued to increase.

The Agrarian Reform Law, providing for an Agrarian Institute with broad responsibilities, is now in effect. The effectiveness of agrarian reform will depend to a large degree on the composition of the Institute staff and the Director, who has not yet been appointed.

New industry gains

The Esso refinery in Managua was officially opened in mid-April. At the end of March a rolled oats plant in Managua belonging to Marco A. Zeledon y Cia., Ltda, and a fish processing plant in Corinto associated with the Brownsville Shrimp Exchange were inaugurated. The naval stores plant belonging to the Atlantic Coast Chemical Company has obtained a loan from the Inter-American Development Bank and is scheduled for completion in October. Construction of Nicaragua's first flour mill will be finished in August. Envases Industriales Nicaraguenses, S.A., a corrugated cardboard carton plant, is organized but not yet operating. The St. Regis Paper Company is an important stockholder.

Local industries received a number of governmental assists during the quarter. The Tripartite Agreement between Panama, Costa Rica, and Nicaragua should encourage increased Nicaraguan exports of rum and fabricated metal pieces to the other 2 countries.

Free convertibility of the cordoba at 7 to the dollar was established on March 1. This should stimulate trade, but the prior deposit system remains in effect and credit has been tightened. If the economy continues to expand, as appears to be the case, a further relaxation of these restrictive policies may be feasible.

As an indication of the stability of the cordoba, gold and foreign exchange holdings at the end of March stood at $37.7 million, including a $4.5 million draw against the International Monetary Fund stand-by credit. This level was substantially above the March, 1962 level of $29.5 million, which also included the $4.5 million draw. Thus, Nicaragua absorbed the change to free convertibility with no difficulty.

Money in circulation continued to increase, with a substantial boost in deposits. During the quarter, the Central Bank raised legal reserve ratios against deposits held by commercial banks. Reserve requirements are now fixed at varying rates dependent on the level of deposits held by individual banks, in relation to the highest level held by each bank in 1962.

Foreign trade up

Final statistics show that in 1962, total exports were valued (FOB) at $90 million, while imports were valued (CIF) at $98 million. These figures represent increases of 32% in both exports and imports over 1961. The U.S. share of the Nicaraguan market was up to 50.4% in 1962, compared with 48.9% in 1961. While no precise data are as yet available, foreign trade continued up in the first quarter of 1963.

Of total imports, the relative share of List I items (essentials) continued to increase. List III items (non-essentials), however, also showed a percentage increase over last year. Chemicals and pharmaceuticals, including insecticides, continue to lead all other import categories.

Changes in Nicaragua's pattern of imports should be anticipated in the near future. The establishment of the Esso Refinery will reduce, if not eliminate, refined petroleum imports except lubricants and aviation gasoline. The caustic soda-insecticide industry, which is in the final planning stages, will significantly affect the importation of chemicals. Similarly, the recently opened rolled oats plant, and the soon to be completed flour mill in Chinandega will change the composition of Nicaragua's imports—although perhaps not affecting greatly the total volume. Total trade should continue to expand.

Nicaraguan trade with other Central American countries continues to climb. Compared to 1961 levels, exports to this area increase by an impressive 96%, and imports increased 84%. Despite the increase, however, this trade still represents only 4% of total exports and 5% of imports, though trade among the Central American Common Market countries should become increasingly important to Nicaragua.

Film on export promotion available in Field Offices

Service clubs throughout the United States interested in developing an export information program may find of value a new film entitled, "We'll Talk About It in the Morning."

With the help and collaboration of the Commerce Department, the film was produced by Pan American Airways to point up the accessibility of foreign markets to U.S. manufacturers. The production made its debut during the week of May 19, World Trade Week.

The film is introduced by Secretary of Commerce Hodges, who says in part: ". . . These businessmen are finding out as they get beyond our borders that the world is not as strange as they thought. And more and more U.S. businessmen are finding this out as they explore other parts of the world for trade."

Copies of the 25-minute 16-mm. film have been made available to the Pan Am Sales Office in the United States for group showings. The film is also available through the Commerce Department Field Offices.

5 Alliance for Progress loans approved for Colombian projects

AID okays expenditure of more than $27 million; World Bank also approves $5 million power loan

The Alliance for Progress has recently approved 5 loans to Colombia totaling over $27 million, and the World Bank has loaned the South American nation $5 million to expand the city of Cartagena's electric power system.

AID loans supply the foreign exchange costs of development projects, and procurement thereunder is limited to U.S. suppliers. World Bank loans also generally are intended to cover the foreign exchange costs of projects, and procurement with World Bank funds is subject to international competitive bidding.

Three of the Alliance loans will provide: $7.5 million to help construct more than 850 homes for low-income families; $10 million will be used to spur the development of Colombia's agrarian reform program; and $4 million will be spent to continue technical studies of specific Alliance development projects. Colombian sources will also contribute substantial amounts toward the projects.

The housing loan will help the Instituto de Credito Territorial, a Government agency, finance home construction for low-income groups through 3 self-help plans.

Credit for farmers

AID's agricultural loan will help the Institute for Agrarian Reform (INCORA) provide supervised agricultural credit for the initial phase of a long-range program. Specifically, the loan will help farmers to adopt modern methods and to diversify crops; it will also assist INCORA in establishing an administrative organization to provide farmers with credit tied to technical assistance, when it is not otherwise available.

The third loan gives the Colombian Government the help needed to finance economic and preliminary engineering studies of electric power, water supply, agricultural and other projects. These studies will enable the Colombian Government to prepare specific loan applications for construction. The Government's present development plans call for about $200 million annually from outside lending institutions.

A fourth Alliance for Progress loan granted by AID will pay for an economic survey of Colombia's mineral resources, with a view to attracting private investors.

AID has agreed to lend the Government of Colombia $2 million to explore and analyze 4 selected areas comprising 26,590 square miles which show substantial evidence of mineral deposits.

In order to make the findings available to private investors, the survey reports will be published in Spanish in Colombia and in English in the U.S.

The AID loan will be used to purchase U.S. equipment, pay for services of U.S. technicians, and to train Colombians.

Colombia's booming industrial city of Cali will get a modernized sewage system through the 5th Alliance for Progress loan.

AID is lending the equivalent of $3.65 million to Municipal Enterprises of Cali (EMCALI) to help that autonomous institution finance a 2-year construction program involving an interceptor main, pumping station, and underground mains to convey sewage into the Cauca River. The new mains will range in diameter from 15 inches to more than 6 feet.

The World Bank loan will help finance the installation of an additional 25,000 kw. of capacity at the existing Cospique thermal plant in Cartagena and the rehabilitation and expansion of transmission and distribution facilities. The state-owned power development agency will install 2 additional units with a combined capacity of 25,000 kilowatts at the Cospique plant. It will also expand its transmission and distribution facilities, and relend $460,000 to the municipal power agency for the expansion and improvement of distribution facilities in the city of Cartagena.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

Pakistan to buy $1.1 million in U.S. construction goods

The U.S. will assist the East Pakistan Water and Power Development Authority to improve the operating efficiency of its mechanical equipment pool. The equipment is used for construction projects, either underway or in the planning stage, which will cost $1 billion.

The Agency for International Development has announced it will finance the purchase of $1.1 million worth of U.S. construction equipment and spare parts for the pool.

The construction equipment will include tractors, concrete vibrators, welding machinery, acetylene outfits, winch and pick-up trucks, utility vehicles, radio telephone sets, and spare parts.

French wire rod imports found not harmful to U.S.

Upon investigation, the U.S. Tariff Commission has unanimously determined that an industry in the U.S. is not being, and is not likely to be injured, or prevented from being established, by reason of the importation of hot-rolled carbon steel wire rods from France, sold at less than fair value, within the meaning of the Antidumping Act of 1921, as amended.

U.S. consultants to start Pakistan's investment center

AID contracts with N.Y. firm to create advisory service; aims to boost private investment

An American technical assistance project will aid the Government of Pakistan in its attempts to encourage local private investment. The Agency for International Development has contracted with C. W. Robinson & Co., a firm of New York management consultants, to provide technical help in the establishment of an Investment Advisory Center in Karachi, Pakistan.

The Center is to be a private, nonprofit organization set up with the assistance of the Pakistani Government. American technicians from C. W. Robinson will train personnel at the Center to analyze investment proposals from private firms.

The $1.38 million contract calls for the Robinson Company to train Pakistani personnel in the most up-to-date American techniques of investment analysis. After the expiration of the 4-year American assistance project, the Center should be able to operate without foreign technicians.

Plans for the Center include the eventual establishment of branch offices in Dacca and other major cities. Its staff, working with the American experts, will prepare preinvestment studies and cooperate with several Pakistani Government agencies.

The Government of Pakistan has been carrying on extensive programs to encourage private investment, AID officials note. The present project is an integral part of an overall effort to sustain a favorable climate for private enterprise.

AID loan helps build Greek dam, power plant

The Public Power Corporation of Greece will construct a dam and a 160,000 kw. hydroelectric power plant through Agency for International Development assistance. All foreign exchange costs will be covered by a $21.6 million AID loan which will be spent exclusively on U.S. goods and services.

The dam and power plant, expected to be completed by 1967, will cost an estimated $46.9 million. Local currency costs of $25.3 equivalent will be financed by the Government of Greece.

The power project at Kastraki on the Lower Acheloos River is part of an effort to meet the steadily increasing demand for power and to support the expansion of the country's heavy industry and agriculture. It will include two 80,000-kilowatt turbo-generators and will be built to accommodate a third generator for an eventual total capacity of 240,000 kilowatts.

A U.S. firm will be retained to perform the architectural-engineering services for the Kastraki project, including design, engineering, purchasing, supervision and coordination of construction services.

3 AID loans spur Brazilian projects

Three Alliance for Progress loans to Brazil, 2 to assist economic development in the northeast and 1 to finance studies for a network of federal highways, have been authorized by the Agency for International Development.

One agreement will provide the equivalent of $11 million to buy U.S. goods and services for constructing and improving 182 miles of highways in 5 northeastern states. Another loan of $2.4 million will finance the cost of equipment and services for emergency electric power generating capacity for the city of Fortaleza in the northeastern region. The third loan provides the equivalent of $1.5 million for studies of proposed expansion and improvement of Brazil's interstate highway system.

AID's $2.4 million power loan will be used to finance the purchase in the U.S. of 12 self-contained diesel electric generators of 1,500 kw. each, with auxiliary equipment for use by the public utility enterprise serving Fortaleza.

The feasibility studies contemplated under the $1.5 million loan will review 10 road improvement and construction projects throughout the republic, having an estimated value of $213 million. The borrower in this case is the Brazilian National Department of Roads and Highways.

U.S. can now sell PL 480 commodities to private traders

Amendment expected to expand dollar export sales of U.S. goods

Details of a new Public Law 480 program to help expand dollar export sales of U.S. agricultural commodities have been announced by Secretary of Agriculture Orville L. Freeman.

The program, authorized by Congress in an amendment to Title IV of PL 480, allows the Secretary of Agriculture to extend long-term, low-interest credit to U.S. and foreign private enterprises to finance sales of certain U.S. agricultural commodities for export to friendly countries. Previously, PL 480 sales programs were limited to agreements with Governments of friendly nations.

"This program will promote the economic growth and development in friendly countries where the funds generated from the sale of the commodities will be used for private development," said Secretary Freeman.

"Preference will be given to development projects which will build additional outlets for agricultural commodities such as facilities for food processing and distribution and other supporting facilities and services."

The agreements will require that cash dollar exports of the U.S. be safeguarded and will require assurances that sales thereunder will not unduly disrupt world prices of agricultural commodities or normal patterns of commercial trade with friendly countries.

A full text of the policies and procedures relating to the "Private Trade Amendment" to PL 480 appeared in the Federal Register of July 17, 1963. General information pertaining to program policies and procedures, commodity and country eligibility, interest rates, requirements relating to safeguarding commercial exports of the U.S. and friendly exporting countries, the submission of applications, and the negotiation of private trade agreements is available from the Office of the General Sales Manager, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250 (DU 8-7387, DU 8-4154, or DU 8-3062).

Canada reduces sales taxes on building material, production machinery in wake of protests

Finance Minister modifies June 13 budget proposals for application of full tax to previously exempt categories

In response to protests from the business community, Canada's Finance Minister on July 8 modified his budget proposals of June 13 for application of the sales tax to building materials and production machinery, previously exempt categories. Instead of being taxed at the full 11% rate, these goods are being taxed at 4% from June 14, 1963 through Mar. 31, 1964, at 8% from Apr. 1, 1964 to Dec. 31, 1964, and at 11% thereafter. The goods affected are:

Building Materials

Ash-handling and fuel-handling equipment for use with furnaces for heating buildings, when connected directly to such furnaces and installed in the same building; blowers for use in warm-air systems for heating buildings; bricks, building tile, building blocks curved or shaped and building stone; cast-iron soil pipe and cast-iron fittings therefor; chimneys for buildings, not including fireplaces; chimney caps; circulating pumps for use in forced hot-water heating systems for heating buildings; doors for buildings and door and window screens; drainage, waste and vent copper tubing 2-6 inches in diameter, with a wall thickness from .040 to .083 of an inch, for non-pressure applications, and fittings therefor; ducts for warm air, ventilating and air-conditioning systems for buildings, but not including materials used in their manufacture; and electric heating equipment, designed for use on a system using 200 volts or greater, for permanent installation as part of an electric heating system for buildings but not including electric wiring or other materials leading to or connecting such equipment to the electric power supply.

Also, floor tile, hard-surface composition yardage flooring for permanent bonding to floors and underlay therefor; fuel tanks for use with furnaces for heating buildings and connected directly to such furnaces; furnaces, stokers, oil or gas burners, hot-water and steam radiators not including fittings, for heating buildings; glass for buildings; hard-surface plastic laminated building materials; locks, not including padlocks; latch sets, lock sets, and parts thereof; hinges, not including checking floor hinges; lumber; sash; shingles; lath; siding; stairways; cornice, frieze, pilasters and other units or members of wood milled for use as structural or architectural building components, not including assembled or unassembled cabinets, counters, cupboards, furniture, ironing boards, work benches and similar installations.

Also, material for waterproofing and moisture-proofing buildings; materials to be incorporated in terrazzo flooring; paints, varnishes, white lead and paint oil; plaster; lime; cement and additives for concrete; plaster boards, fiberboard, wall panels, building paper, wallpaper and materials, manufactured wholly or in part of vegetable or mineral substances, for ceilings, walls, building insulation or acoustical purposes; precast concrete piles; prepared dry concrete mixes; prepared roofings for buildings; room thermostats for use with permanent building heating systems; septic tanks and grease traps therefor; shower baths, bath tubs, basins, faucets, closets, lavatories, urinals, sinks and rims therefor, and laundry tubs, not including repair parts therefor, nor pipes and pipe fittings; skylights; structural steel for buildings; tar and asphalt for roofing; ventilators and louvers, not motor-operated; and articles and materials to be used exclusively in the manufacture or production of the foregoing building materials, except hardware for doors and sash.

Machinery and Apparatus To Be Used in Manufacture or production

Machinery and apparatus that, in the opinion of the Minister of National Revenue are to be used directly in the process of manufacture or production of goods, and the following machinery or apparatus:

Coal crushers and stokers; structures that are adjuncts to or provide access to the machinery and apparatus mentioned here; repair and maintenance equipment used by manufacturers or producers for servicing their machinery and apparatus mentioned here; safety devices and equipment for preventing accidents in the manufacture or production of goods; systems installed by manufacturers or producers for exhausting dust and noxious fumes from their manufacturing operations; equipment used to carry refuse or waste from production machinery; equipment for hospitals and first-aid stations in manufacturing establishments; gasoline-powered and diesel-powered self-propelled trucks mounted on rubber-tired wheels for off-highway use exclusively at mines and quarries; and complete parts of all the foregoing.

Other exemptions

The sales tax will not apply on building materials purchased for use exclusively for constructing schools, universities, or other educational institutions. Building materials and machinery delivered under fixed-price contracts signed before the June 13 budget, and materials and equipment covered by a binding tender submitted before June 13, if accepted, are also exempt (INTERNATIONAL COMMERCE, July 1, 1963, p. 27).

Argentina lists imports freed of 5% surcharge

Imports exempted by Argentina from the 5% temporary surcharge (Decree 11,452, of 1962) include:

Road machinery and equipment; products used in the petroleum, coal, steel, and railroad industries; shipbuilding equipment; paper for the printing of currency, and coin blanks for minting metallic coins; products and equipment used in the petrochemical and cellulose industries, and for scientific and technical investigations; potatoes for consumption; seeds for planting; hydrofoil boats; and goods imported in connection with works of national interest.

Also favored by an exemption from the 5% surcharge on goods which they import are: religious institutions, official institutions (national and provincial), the World Health Organization, the Pan American Sanitary Office, the United Nations Children's Fund (UNICEF), MISIPA—Minera Siderurgica Patagonica Sociedad Anonima, and SEGBA—Servicios Electricos del Gran Buenos Aires.

The exemptions have been granted under Decree 4,443, May 31, 1963. Provisions of the 1962 decree (No. 11,452) —effective through Oct. 31, 1963—were summarized in INTERNATIONAL COMMERCE, Nov. 5, 1962, p. 23.

U.S.-Paraguay pact partly terminated

With the 1946 U.S.-Paraguay bilateral trade agreement terminated as of June 30, 1963 (except for most-favored-nation provisions), some U.S. goods formerly entitled to favorable duty rates must now pay full duty, principally:

Cigarettes, dried fruit, lubricating oils, cosmetics, soap, many chemical and pharmaceutical products, calculators, adding machines, typewriters, radio equipment, television sets, batteries, telephone equipment, automobiles, buses, tractors, dictating machines, and phonographs.

Information on applicable duties is available from the Bureau of International Commerce (OIRE), Department of Commerce, Washington, D.C. 20230.

Argentina exempts variety of imports from consular fee and legalization requirements set forth in decree

Certification by chamber of commerce is compulsory only in exceptional circumstances enumerated in consular instructions

Argentina has issued new consular instructions concerning the application of Decree No. 13,110, re-establishing a consular fee and the necessity of commercial-invoice certification (INTERNATIONAL COMMERCE, Jan. 28, 1963, p. 2).

The new instructions, according to the U.S. Embassy in Buenos Aires, exempt the following types of shipment from the requirements of consular legalization and payment of the 1½% consular fee:

- Books, magazines, newspapers, printed matter, and scientific and literary periodicals, when not otherwise subject to import charges.
- New or used effects, or merchandise without commercial value, for personal use, which, because of type or quantity, comprise articles unsuitable for sale, providing that the value of such imports is not excessive.
- Baggage of passengers, tourists, and immigrants.
- Household and personal effects of official Argentine functionaries stationed abroad who return to the country after completion of their tours of duty.
- Effects destined for foreign diplomatic missions accredited to the Argentine Government, and for warships of such nations which may be in ports of the country.
- Household and personal effects of foreign diplomatic and consular agents who are accredited to the Argentine Republic.
- Purchases of the Armed Forces of the Republic which are governed by special regulations.
- Merchandise in transit to other countries.
- Samples of no commercial value.
- Pamphlets, printed matter, almanacs, photographs, motion pictures, etc., of an advertising or propaganda nature which relate to foreign merchandise and companies, provided they carry stamps or other markings which prevent their sale.
- Spare parts and accessories for the repair or provision of foreign ships or airplanes in the country which are considered necessary for the continuation of their navigation.
- Coins and bars of gold or silver, Treasury notes, and any other type of negotiable paper such as bonds or shares.
- Animals for Argentine zoological gardens.
- Animals and their accessories belonging to individuals making up a theater or circus group arriving in the country.
- Merchandise covered by bills of lading which originates in neighboring countries and is imported in small quantities for local consumers.
- Merchandise which may have been taken out of the country, provided that the Argentine Customshouse has issued the necessary return permit at the time the goods departed from the country.
- Equipment or materials consigned to educational or scientific institutions through purchase, grant, loan, or under technical or financial assistance programs, providing they have been authorized by the Ministry of Foreign Relations and the Customshouse has been so informed.

Certification

With respect to the requirement that before consular action the commercial invoices must be certified by a chamber of commerce or other competent authority, the Government has indicated that this regulation is compulsory only when: the authorized firm which prepares the commercial invoice is not duly registered in the Consulate; the commercial invoices are not originated by the seller, but by branch offices of the purchasers or their agents; and the sellers may not have appropriate financial resources or background reputations in the Consular district, or, in the opinion of the Consular Officer, there exists doubt concerning the veracity of statements in the commercial invoice.

EEC redrafting food-law harmonization proposals rejected by committee

Thorough amendment of draft food-preservative legislation (INTERNATIONAL COMMERCE, Dec. 17, 1962, p. 24, and Mar. 11, 1963, p. 21) has been recommended by a health protection committee of the European Parliament, the U.S. Mission to the European Communities reports from Brussels.

Unsatisfactory

In considering the draft proposal—submitted by the EEC Commission to the EEC Council of Ministers and referred to the European Parliament for an opinion—the health protection committee found it to represent only a partial and unsatisfactory solution of the problem of varying legislation in each country.

The EEC Commission will now have to rewrite its proposals and the new draft is not expected to be reviewed by the European Parliament before late fall.

IMF, World Bank gain five African members

Cameroon, the Central African Republic, Chad, the Congo (Brazzaville), and Dahomey have become members of the International Monetary Fund and the International Bank for Reconstruction and Development (World Bank).

The initial quotas for these countries in the Fund are: Cameroon, $15,000,000; Central African Republic, $7,500,000; Chad, $7,500,000; Congo (Brazzaville), $7,500,000; and Dahomey, $7,500,000. These raise the total of members' quotas in the Fund to $15,305,100,000.

Subscriptions

The subscriptions of the 5 nations to the capital stock of the Bank are: Cameroon, $20,000,000; Central African Republic, $10,000,000; Chad, $10,000,000; Congo (Brazzaville), $10,000,000; and Dahomey, $10,000,000. The total subscribed capital of the Bank is now increased to $20,789,800,000.

LIBERIA: RADIOS

Liberia has removed the import duty on radios with a cost, insurance, and freight value of $75 or less, the U.S. Embassy in Monrovia reports.

Austria lowers discount rate, moves to ease international transactions

Austria's National Bank on June 27 lowered the bank rate from 5 to 4½% per annum and introduced additional measures to further facilitate international capital transactions.

Residents are no longer required to report the possession of freely convertible currencies, or earnings from real estate located abroad, as long as the value of the earnings does not exceed 15,000 Austrian schillings ($576.90) per person per year, and interest and dividends from foreign stocks and bonds, as long as the value does not exceed 15,000 schillings per person per year.

Approval unnecessary

The use of such funds is no longer subject to the prior approval of the National Bank, except in the case of holdings of freely convertible foreign currencies when they are to be used for other than travel purposes. Austrian residents traveling abroad may take with them 15,000 schillings per person per trip without prior approval.

The National Bank will now approve guarantees assumed by residents for foreigners' claims on other foreigners, provided that both debtor and creditor are residents of nations having freely convertible currencies. Approval will also be granted for the purchase of real estate abroad and the extension of various forms of short- and medium-term credits to foreigners, subject to the condition that these transactions must involve property and persons, natural or corporate, in nations having freely convertible currencies.

Guatemalan agency buys chicle from producers

Guatemala has decreed (effective from June 20, 1963) that chicle produced in the Department of El Peten may be sold only to the Empresa Nacional de Fomento y Desarrollo Economico del Peten (FYDEP), the U.S. Embassy in Guatemala City reports. FYDEP will purchase the total production of chicle from producers at a price of $48 per quintal (101.4 lb.), free on board, warehouses designated by FYDEP. Producers are not permitted to negotiate sales with other persons or entities.

To obtain the best prices, FYDEP is empowered to auction publicly all or part of this season's chicle production, until it has liquidated outstanding obligations from previous seasons. The first public auction was held July 15, 1963.

Further information concerning public auction of chicle may be secured from FYDEP, 2a. Calle 1-00, Zona 10, Guatemala City, Guatemala, C. A.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Korean trade plan calls for curbs on some imports

Second-half 1963 imports to drop by $9.4 million

South Korea's new trade plan for the second half of 1963 (July-December) places new restrictions on certain imports.

The embargo list has been expanded to include 43 import items regarded as luxury goods and 139 that can be produced within the country. Some of the newly embargoed items are fabrics such as rayon, hemp, and silk, and other items such as underwear, polished and colored glasses, glucose powder, hard boards, drawing paper, aluminum foil paper, silk paper, radios, tape recorders, television sets, and air conditioners.

Foreign-exchange drain

The Ministry of Commerce and Industry estimates that imports for the second half of 1963 will run approximately $114 million, some $50 million of which is to be financed with Agency for International Development funds. This trade program envisages a cut of $9.4 million in imports—$5 million from the Government procurement sector and the remainder from the private sector. The somewhat tighter controls over imports are designed to prevent heavier drains on the country's foreign-exchange resources.

On the other hand, continued emphasis has been placed on the expansion of exports with the goal for the second half set at $65.2 million, including $22 million in receipts from sales to United Nations forces. Exports have been booming so far this year with $7 million totals in April and May to reach a total of $29.6 million for the first 5 months of 1963.

Target

Some Korean Government officials consider it possible that commercial exports may reach $100 million for 1963 under the new trade plan. This figure is considerably higher than the $73.2 million visualized by the Government in January and would top the export total for the previous year (1962) by some $43 million.

The export results so far this year, the encouraging prospects for additional increases during the remainder of the year, and the further reduction of non-essential imports are all factors which should reduce Korea's unfavorable balance of payments for the current year.

Liberia imposes duty on some formerly free items to bring in more revenue

Liberia in recent months has issued a number of Customs Circulars designed to increase revenue and modernize customs administration. As a result, certain imports previously admitted duty-free are now subject to a 5% ad valorem duty, the U.S. Embassy in Monrovia reports. These items include:

Veneers and plywoods, including Celotex, Masonite and other composition boards; wooden window and door sashes and frames, doors, blinds, jalousies and shutters; wall paper, sheeting and building paper, tarred paper, wall board of paper, and other paper products for building purposes; stone, lime, and gypsum and gypsum products (except cement).

Others

Also, plate and building glass; sanitary fittings, sinks (etc.); iron and steel bars and rods; iron and steel and their alloys, manufactures (except tanks for water, oil, or gas storage); padlocks, hinges, and other hardware; copper, brass, and bronze metal and products for construction purposes; and pigments, paints and varnishes (no change for auto paints).

Some 100 items are covered by Jordan shifts

Import and excise duty changes analyzed for effect on groups

Word has been received that changes made by Jordan last spring (Apr. 28, 1963) affected 82 tariff items and excise duties on 17 commodities.

The official announcement stated that the changes were intended to reduce the price of basic food items—especially for the poorer classes, increase duties on luxury goods such as tobacco and liquors, and protect home industries against foreign competition. The impact of the increased excise duties will fall on the dealers or producers, since no increases in fixed prices of excisable commodities is permitted.

Increases

Of the 82 tariff changes, two-thirds were increases. Moderate increases apply to duties on glucose, chocolate, and several kinds of nuts. Duties were raised sharply on beer, wines, liquors, diesel oil, sanitary towels, footwear, tube and pipe fittings, barbed wire, and fencing wire. Duties were imposed on some items previously exempt, including flintstone, non-crystallized sodium carbonate, cellulose paper, solid tires, laboratory glassware, industrial refrigerators, and non-electrical water heaters.

Duties were abolished on several dairy products, flours, cereals, and tanning extracts, and were reduced on rice, meat and fish products, tombac leaf, rags, and certain kinds of stoves.

Excise duties were raised on cigarettes, tobacco, alcoholic beverages, gasoline and salt; and were lowered on matches.

Detailed changes on items affected may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

It's official—Chad is now GATT contracting party

Chad became a formal contracting party to the General Agreement on Tariffs and Trade (GATT) following her July 4, 1963 notification to GATT that she wished to be deemed a *de jure* party to the Agreement under Article XXVI:5 (c).

The country had been applying the Agreement on a *de facto* basis since August 1960, after France announced that Chad had acquired full responsibility for GATT matters in her territory.

EEC countries make new duty shifts toward CXT

The latest package of European Economic Community tariff changes, reflecting the planned adjustments of the Rome Treaty, became effective on July 1, with internal rates on imports from Common Market countries down from 1957 levels by 60% on industrial and 40-45% on agricultural products.

The action, representing the second move toward a Common External Tariff (CXT), entailed a general rise in duties on goods from the United States and other non-Common Market countries.

In West Germany, the 1963 Customs Tariff retains retaliatory duties against certain U.S. products. Internal rates on imports from EEC nations are further reduced, except for building materials, on which rates were lowered last January 11.

Cuts made by Italy in recent months because of price pressure are absorbed in the new rate schedule, so that most items are subject only to comparatively minor modifications.

Ethiopia revamps her banking regulations

A new Ethiopian banking law, recently approved by Parliament, reorganizes the country's banking system under a new National Bank, the U.S. Embassy in Addis Ababa reports.

Private commercial banks are permitted, but Ethiopian capital participation of at least 51% is required. This percentage, however, can be lowered by an agreement between prospective investors and the National Bank. Foreign branch banks are still prohibited.

The Commercial Bank of Addis Ababa, established with an initial capital of 150,000 Ethiopian dollars (60,000 U.S. dollars) paid by 110 shareholders, became the first private bank organized under the new law.

LUXEMBOURG: CARS, TRUCKS

Motor vehicle registration in Luxembourg rose in 1962 to 45,502 passenger cars (up 9.4% from 1961), 9,317 trucks (up 3.2%), and 191 buses (up 2.6%).

Guatemala drives for 10% state revenue increase

Guatemala has imposed new tax measures, including an increased stamp tax, new export taxes on cotton, lemongrass oil, and citronella oil, effective July 12, 1963. These are part of a new series designed to increase revenue by 10%, with the proceeds to be used in the country's investment program.

The new 1% stamp tax—double the previous rate—is collected on all bills, receipts, legal documents, letters of exchange, all documents made in a foreign country to take effect in Guatemala, and the like.

The new export tax on cotton is set at 10% on the excess received over the free-on-board price of $20 per quintal (101.4 lbs.). The export tax on lemongrass oil is 10% of the excess received over the f.o.b. price of 80¢ per pound, while on citronella oil it is 10% of the excess over the f.o.b. price of 60¢ per pound.

French workers enjoy higher minimum wages

France's guaranteed minimum wage—linked to the consumer price index—has risen 4.22% to 38¢ an hour in the highest zone (Paris) and to 36¢ an hour in low zones.

The increase is considered of minor significance because only a few plants are paying just the minimum. In April, unskilled males were averaging 52¢ an hour in the Paris region and 40¢ in low zones; females were averaging 38¢.

Agricultural minimum wages are now 32¢ an hour in high zones, 30¢ in low zones.

In a related development, the 1.2 million building-trade workers have won a fourth week of paid vacation, bettering the 3 weeks required by law. This means that 7½ million of the 13 million labor force now enjoy 4 weeks of paid vacation a year.

SWITZERLAND: FOOTWEAR

Rising Swiss standards of living are reflected in recently increased per capita consumption of footwear—from 2.3 pairs in 1953-57 to 2.8 pairs in 1958-62. Switzerland's 80 footwear factories—employing 13,000 workers—are mostly small and medium-sized concerns.

FRANCE: LACE SUPPLIER

Exports of lace produced at Calais, France, rose to $14 million worth in 1962 from $11 million in 1961.

Chances cited for making Belgian items here and U.S. products in Belgium

U.S. Trade Mission there last month brings back specific leads for producing cement floor tile, household furniture, chemicals, prefab buildings, materials handling equipment, other items

The U.S. Trade Development Mission to Belgium reports five opportunities for American manufacturers to make Belgian products under license—household furniture, cement floor tile, railway car positioner, pedal operated lift truck, and a tobacco filter.

In Belgium during the month of June, the Mission also interviewed numerous Belgian businessmen seeking licenses and joint ventures with U.S. manufacturers. They are interested in producing wool, women's undergarments, chemicals, drugs, plastics, prefabricated buildings, materials handling equipment, remote control systems, automobile products, zippers, and various other products.

Additional information on the following opportunities may be obtained by interested U.S. manufacturers from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230. Interested licensees should refer to the appropriate file number assigned to each opportunity.

Licenses offered

251 Furniture

License offered for production of household furniture made principally of teakwood. File 1144.

327 Floor tile

U.S. licensee sought for production of cement flooring tile now being manufactured in France, Luxembourg, Germany, and Belgium. File 1145.

353 Materials handling equipment

Seeks U.S. licensee to manufacture its railway car positioner which has a capacity of 160 tons with an automatic grip which is proportional to the thrust (patented process). There are 2,000 of these machines now being used in 11 countries. File 1146.

License offered for the U.S. production of a pedal operated lift truck. Manufacture of this low price unit is licensed in most European countries, England, and South Africa. File 1147.

399 Tobacco filter

Patent rights offered on a new nicotine and tar filtering material capable of removing up to 91% of tars and nicotine from tobacco without affecting the taste. File 1148.

Licenses, joint ventures sought

231 Wool fabric mill

Wool weaver seeks joint venture to set up new wool factory. Tissal, Fortenstraat, 25, Waasmunster St. Niklass/Waas.

234 Women's undergarments

Manufacturer of brassieres, corsets, and girdles seeks license to produce U.S. styles of these undergarments. Firme Baudewijn, Kemmel.

281 Chemicals

Pharmaceutical and chemical manufacturer seeks license to make chemicals for the paint, varnish, plastic, and rubber industries. S.A. Rodolphe Coles, 14 rue de la Ferme Dieghem, Brussels.

282 PVC plastics

Seeks license to make PVC and other thermoplastics. Plascobel, Zwijnaerde, Ghent.

283 Drugs

Seeks joint venture or license to manufacture pharmaceutical specialties. N.V. Firma Pharma-Union, 337 Dendermondesteenweg, Ghent.

307 Plastic bags, boxes

Joint venture wanted for production of plastic bags for chemicals and plastic boxes for food. Eurelec Associated Co., Vestingstraat 74, Antwerp.

343 Prefab buildings

Washing machine and dryer manufacturer seek license to make prefab buildings. Atelier Flemal & Fils, 27 rue Spinois, Montignies s/Sambre.

353 Materials handling equipment

Manufacturer of materials handling facilities for a wide range of industries seeks license to produce equipment for feeding of cupolas in foundry operations, foundry equipment, and pneumatic type materials handling or loading devices. S.A. des Anciens Ateliers Marcel Mouyard, Falisolie (Namur).

Pressure vessels and chemical equipment manufacturer seeks license to make materials handling equipment. Ateliers Wilms, 19 rue Duquesnoy, Tournai.

367 Remote control systems

Electronic manufacturer seeks license to produce remote control operation systems for technical and industrial use such as electric garage door opening devices operated from the automobile. Bell Telephone Mfg. Co. S.A., Place Francois Welles, Anterp.

371 Automobile products

Seeks license to manufacture shock absorbers and brakes, automobile and hydraulic trailer hitches, Emile Aerts S.A., 27 rue Petit Bigard, Brussels.

396 Zippers

Zipper manufacturer seeks license and know-how of U.S. zipper business. H. B.A. s.a., 25 rue de la Clinque, Brussels 7.

Variety of products

Dairy and refrigeration equipment manufacturer seeks license to make hydraulic equipment, pumps, refrigeration equipment, and new developments in the dairying field. S.A. Ecremeuses Melotte, 12 rue de la Station, Remicourt.

Nonferrous metals foundry seeks joint venture for all applications of nonferrous metals such as electrical connectors of brass or aluminum, and valves; and seeks license to produce builders' hardware, pneumatic door closing devices, and control knobs for television sets and refrigerators. S.A.C.A.B., 7 Avenue Emmanuel, Machelen.

Cross licensing arrangements sought for basic processing of sugar, cement, meats, and chemicals; materials handling equipment; industrial heat transfer equipment; plastic machinery; and compression type refrigeration equipment for meat processing. Ateliers Belges Reunis, Enghien.

Seeks license to make outdoor furniture of aluminum and plastic and cabinets for kitchens and specialized electrical uses. Firm Ets. N. Gobert S.A., Jos. Kenneslei, 14 Wilrijk.

Die casters of nonferrous builders' hardware seeks license to produce knife sharpeners, food grinders, wall type can openers, sink fixture, tape dispensers, hand drills, and other items. Anciens Ateliers Gasquy, S.A. 63 rue en Bas Herstal (Liege).

Seeks license to manufacture all types of sheet metal goods, such as domestic gas heating, steel shelving, and auto accessories. Remytole S.A., Avenue de Mariemont Haine, St. Pierre.

Norwegian firm seeks appliance license

An additional license opening in the household appliance field has been developed through the recent U.S. Machinery and Equipment Trade Mission to Norway (IC, July 22, p. 32).

An Oslo firm that now manufactures

household articles wants to make dishwashers under license from a U.S. firm.

Write to Lorentzen & Wettre, Radhusgaten 7b, Oslo.

India seeks collaborator for carbon black project

An Indian firm is seeking a U.S. collaborator with technical know-how and equity in the form of capital machinery for the manufacture of carbon black. Write to Bureau of International Commerce, Office of International Investment, IRD—File 4-2895-1, Department of Commerce, Washington, D.C. 20230.

Producer of prefab houses in Portugal asks funds

A Portugese firm, currently producing metal windows and doors, frames and steel structures, needs U.S. capital to expand its manufacture and mounting of prefabricated houses.

The firm claims that since it started to manufacture prefabricated houses in March 1963, it has sold 60 units valued at $100,000. At present, the firm has no competition, a position it reportedly can retain due to patents it holds on various prefabrication processes.

For further details, write to the Bureau of International Commerce, Office of International Investment, File 4-3449-1 (B), U.S. Department of Commerce, Washington, D.C. 20230.

Turkey seeks help for new concrete pipe plant

Water supply projects for large cities and urban areas being studied in Turkey indicate the need for reinforced concrete pipe and prestressed concrete pipe.

The Turkish Ministry of Public Works wants to hear from firms which would be interested in establishing a plant to manufacture concrete pipe. Interested U.S. investors should include an indication of their firm's capabilities, general proposals for plants of varied capacities with land and utility requirements, approximations of initial and annual costs, excluding such areas as personnel costs and the types and numbers of personnel needed.

Write to Mr. Fevzi Kutay, Ministry of Public Works, State Hydraulic Works, Ankara, Turkey.

U.S. technical know-how and capital wanted by manufacturers abroad

Licenses sought by foreign producers for making various kinds of equipment, drugs, plastics, insulation materials; knitted goods maker wants buyer for complete business

Manufacturers from Australia to Sweden seek U.S. technical know-how and capital to produce air-conditioning and ventilating equipment, ceramic insulators, drugs, dry cleaning and laundry equipment, electric lighting and wiring equipment, fabricated wire products, mechanical products, plastics, special industry machinery, testing instruments, truck hoists, varnishes, and insulation material. Also, a manufacturer of knitted goods wants to sell its business.

Air-conditioning, ventilating equipment

England. Manufacturer of steel, aluminum, and bronze windows seeks license to produce industrial and commercial ventilation systems, such as roof extractors, filters, and exhaust and blower equipment. Cryden Industrial Services Ltd., Lonsdale Chambers, 27 Chancery Lane, London, WC 2.

Germany. Manufacturer of air-conditioning, ventilating, drying, heating, and humidifying equipment seeks license to produce air-conditioning and ventilating equipment incorporating new U.S. developments. Maschinenfabrik Teufel GmbH. Nagold/Wuertt.

Ceramic insulators

Austria. Industrial ceramics manufacturer seek license to make ceramics for use in electrical apparatus and special Bakelite articles with metal inserts. Steka, Gutenbergstrasse 5, Innsbruck.

Drugs

France. Manufacturer of pharmaceutical products seeks license to make pharmaceutical specialties. Laboratoires Sobio, 47 rue des Francs-Bourgeois, Paris 4e.

Dry-cleaning, laundry equipment

England. License sought for production of laundry, dry cleaning, clothes pressing, and related equipment. Isaac Braithwaite & Son Engineers, Ltd., POB 23, Ibis Works, Kendal.

Electric lighting, wiring equipment

Austria. Manufacturer of tungsten filament wire, electrical resistance wire, heating cords for electric blankets, and neon cathodes seeks licensing rights and capital from producer of related products to expand product line. Braun & Braun, 71 Rosensteingasse, Vienna XVII.

Fabricated wire products

Scotland. Manufacturer of industrial woven wirecloth seeks license to make products incorporating woven wirecloth or nonferrous wire. The United Wire Works Ltd., Granton, Edinburgh 5.

Knitting mill

France. Manufacturer of knitted goods seeks buyer for complete business, or part interest in the firm. Assemat Freres, 57 rue des Cordes.

Mechanical products

Sweden. Manufacturer of precision components and parts for large Swedish industries such as hydraulic equipment, quick couplings for jet aircraft, high-speed dividing heads, parts for cigar machines, and control units for loading machines seeks license to make mechanical precision products weighing not more than about 2,000 lb. AB Sterner Blomquist, 28-30 N. Grangesbergsgatan, Malmo S.

Plastics

Spain. Manufacturer of polyethylene and polypropylene bags seeks license to make any plastic finished product for use in fields of packaging and containers. Suplana, S.A., Calle Selva de Mar 120, Barcelona.

Special industry machinery

Australia. Firm specializing in construction of special-purpose industrial machinery seeks U.S. investment to enlarge its present facilities. Stead Industries Pty., Ltd., 1-5 Richelieu Street, West Footscray, Victoria.

England. A firm of mechanical, chemical, and process engineers producing a wide variety of products seeks license to manufacture ore reduction and processing machinery. A.I.C. Ltd., Marketing Division, Bilton House, Uxbridge Road, London, W.5.

Seeks license to manufacture machinery for the plastics and rubber industries. Mellowes & Co. Ltd., Bridge Street, Sheffield, 3.

Manufacturer of mechanical feeders, trommels, log washers, jigs, elevators, and conveyors seeks license to make related special-purpose machinery. Davison & Co. (Hexham) Ltd., The Foundry, Hexham-on-Tyne, Northcumberland.

A firm of engineers and founders seeks license to produce products for the chemical trade, oil refineries, paint and food manufactureres, and breweries. B. Rhodes &

Son Ltd., Danes Road, Crow Lane, Romford, Essex.

License sought for production of labeling and heat-sealing equipment by manufacturer of paper converting machines. Packaging Machinery Co., Carrington Works, Fulwich Road, Dartford, Kent.

Testing instruments

Austria. Manufacturer of electronic instruments seeks license to make electronic instruments and equipment for testing materials. Dipl. Ing. Paul Kretz, Technische Werkstatten, Zipf, 9, Upper Austria.

Truck hoists

Australia. Manufacturer seeks license to produce hydraulic hoists for motor truck bodies—for both front and telescopic and under-body types. Charles Hope & Co., Kingsford Smith Drive, Eagle Farm, Brisbane, Queensland.

Varnishes

Germany. Seeks license to manufacture varnishes with a thermosetting acrylic base and primers with a water soluble resin base. Spies, Hecker & Co., Lackfabrik, 91 Raderthalerstrasse, 5 Koeln-Raderthal.

Insulation material

Germany. Seeks license to manufacture insulation material and plastic parts particularly for the electrical engineering industry. Sueddeutsche Isolatorenwerke GmbH, P.O. Box 1520, Freiburg/Breisgau.

Special instrument license asked by Mexican firm

A Mexican producer of pressure gages and flow meters, as well as temperature and pressure recorders, is interested in obtaining U.S. licenses for the manufacture of other instruments in the same category. Technical assistance and new processes are also desired.

Write to Vical, S.A., Miguelanguel #96, Mexico 19, D. F.

Aerial ropeway manufacture proposed by Indian firm

An established Indian firm currently engaged in shipbuilding and repair and general engineering is interested in expanding its operations to include the production of aerial ropeways.

U.S. investors are sought who can provide technical know-how, including technicians and designers, and a cash contribution up to $210,000 or equivalent value in machinery in exchange for an equity interest.

Current production facilities are reportedly more than adequate to undertake the complete manufacture and installation of any ropeway throughout India with the exception of the electrical drive units, switch gear and ropes.

Interested firms may obtain further details by writing to the Bureau of International Commerce, Office of International Investment, File 4-3536-1(H), Department of Commerce, Washington, D.C. 20230.

Firms in Colombia seek U.S. capital and licenses

Interest expressed in such fields as electric appliances, detergents, machinery

Amerconsult Corp., under contract to the Agency for International Development (AID), is engaged in identifying specific investment opportunities in Colombia. The proposals listed below, which indicate a need for U.S. capital, licenses, and/or know-how on the part of Colombian firms, are the first in a series to be reported in INTERNATIONAL COMMERCE from time to time. Interested U.S. firms should write to the Colombian companies at the addresses given.

- Industrias Electronicas del Caribe, Ltda., Calle 29, No. 45-35, Medellin, manufacturer of radios, television sets, and record players, wishes to expand current operations to include other electrical appliances, either under license or on a joint-venture basis.
- Equipment and technical assistance for the manufacture of compressors are sought by Indufrial, Ltda., Apartado Aereo 47, Cartagena, a producer of domestic and commercial refrigerators.
- A joint venture or licensing arrangement for the manufacture of detergents is sought by a producer of soap and glycerine. Write Daniel Lemaitre y Cia, Ltda., Apartado Aereo No. 1, Cartagena.
- A producer of household furniture wishes to produce molded plywood furniture on a joint venture basis. Unitec, Ltda., Avenida Crisanto Luque 52-52, Cartagena.
- A joint venture for expansion of operations to include acquisition of U.S. dredge, gravel crushing, tugboat, barges, and transit mix equipment is proposed by a manufacturer of cement products. Industrias Hormigon, Ltda., Calle 12, No. 1-12, Cali.
- An exporter to the U.S. of shrimp seeks to expand his operations and fishing fleet on a joint venture basis. Pesqueros Unidos de Colombia, Ltda., Carrera 5, No. 21-34, Cali.
- A manufacturer of plastic parts for refrigerators seeks a joint venture which will permit expansion to die production for which technical assistance will be required. Empresa Colombiana de Plasticos S.A., Calle 16, No. 33-42, Bogota.
- A joint venture is sought by a producer of pig iron and steel ingots to permit expansion of operations. Technical assistance and machinery are required of U.S. investors. Empresa Siderurgica Sante Fe, S.A., Carrera 68, No. 18-22, Bogota.
- A beef slaughtering and processing firm wishes to expand its operations, on a joint-venture basis, to include meatpacking and exploitation of by-products. Machinery and technical assistance are specifically required. Abastecedora de Carnes S.A., Apartado Aereo 1085, Medellin.
- A manufacturer of men's clothing seeks to form a joint venture with U.S. investors able to provide machinery for production of fabrics. Siman Hermanos, Calle 30, No. 23-47, Barranquilla.
- U.S. machinery and technical assistance are sought by a manufacturer of fique bags. Industria Fiquera de la Costa, Ltda., Carretera de Avianca, Apartado Aereo 598, Barranquilla.
- A joint venture for expansion is sought by a manufacturer of rice and wheat milling equipment who wishes to produce cereal drying machinery and mechanical and pneumatic cereal moving equipment. Empresa Metalurgica Colombiana Ltda., Calle 23, No. 12-06, Bucaramanga.
- U.S. partners are sought to reestablish, on a joint venture basis, a plant for manufacture of soap and by-products. Firm's original plant was destroyed by fire. U.S. machinery valued at $113,000 will have to be supplied by U.S. investors. Fabrica de Jabon "Roca" Ltda., Bulevar Bolivar No. 15-58, Bucaramanga.

ITALY'S MACHINERY EXPORTS

Italian exports of machinery and equipment continue to rise. Export contracts signed during the last few weeks include: a cement-asbestos pipe mill to Bulgaria; motor vehicles and parts ($1.6 million) to Yugoslavia; equipment for a pipe mill, soapmaking machinery and equipment for confectionery to Mexico; radio, television, and telephone equipment to Tunisia; oxygen plants to Egypt and Yugoslavia.

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Community training center planned for Tanganyika

The Government of Tanganyika has issued a call for bids on materials for the Community Development Training Center in Tengeru. The bid deadline for this project, financed under AID Development Loan No. 616-H-006, is August 26.

Source-origin of all materials to be procured is the U.S. Material to be procured includes steel rods, wire mesh, castings, galvanized wrought iron pipes, fluid flow valves, floor drains, builtup roofing, jalousie frames and blades; insulating building board, chalkboard, hardware.

Curtain tracks, timber connectors, shelf standards, bathroom requisites, platform scales, refrigerators, electric cookers, fire extinguishers, plastic handrails, cabinet slidng door tracks, non-slip treads, cement color additives, glass, kitchen, washroom and bathroom fittings; electric water heaters, putty dicks, Formica, and cutback bitumens.

Tender documents may be obtained from the Office of Small Business, Agency for International Development, Rm. 2119 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, DC.

Bids to be considered should be submitted through a firm listed below and not directly to the buyer. However, any U.S. supplier may submit bids to any or all of the approved warehouses.

The list of Building Supply Warehouses, all in Dar es Salaam, approved by the Government of Tanganyika to submit quotations to the manager, in every instance, is as follows:

Messrs. Mitchell Cotts Group of East Africa, P.O. box 9101; Wigglesworth & Co., (Africa) Ltd., P.O. box 9010; Lehmann's E. A., Ltd., P.O. box 9163; Van Eeghen & Maclaine, (E.A.), Ltd., P.O. box 9172; United Builders and Contractors, (T), Ltd., P.O. box 284; J.S. Davies & Co., Ltd., P.O. box 9020; A. Baumann & Co., (T), Ltd., P.O. box 759; Shah Bros., Ltd., P.O. box 1055.

Gailey & Roberts, P.O. box 9034; Tanganyika Cotton Co., Ltd., P.O. box 655; Cooperative Supply Assn. of Tanganyika, Ltd., P.O. box 9211; Smith Mackenzie & Co., Ltd., P.O. box 9110; Dalgety & New Zealand Loan, Ltd., P.O. box 9082; and R.S. Campbell & Co., (1950), Ltd., P.O. box 2293. SBC-267.

Vietnam invites tenders for office materials

The Central Purchasing Authority, Saigon, Vietnam, invites bids for office supplies, including 132,000 reams of manifold paper, 45,000 boxes stencils for duplicator machines, 10,000 boxes carbon paper, 5,000 rolls "ozalit" type paper and 59,500 boxes typewriter ribbons.

The bid deadline is August 16.

Sealed bids must be submitted to the Central Purchasing Authority, P.O. box H-5, Saigon, Vietnam. Cable bids will be accepted if the formal bid is air mailed at the same time. The cable must state the price and the fact that the formal bid has been air mailed.

Copies of invitation, bidding instructions and specifications in French language are available on a loan basis to firms located in the U.S. from the Forest Products Division, BDSA, Rm. 4003, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-3530).

Help wanted!

Each year we publish more than 25,000 trade opportunities on these pages for U.S. businessmen.

Did any of you, our readers, sell parakeet food in Surinam, electrical generating equipment in Pakistan, swimwear in the Netherlands, or rough timbers in Bolivia? Or conclude a license arrangement with a manufacturer in France or Burma, or enter into a joint venture in Morocco or Australia?

When you follow up one of our trade opportunities, will you drop us a line and let us know what happened?

If you make a bid for business and don't get it, we want to know that too. And if you lost out to a foreign competitor we especially want to know about it—including the reasons why.

From these reports on the ones that got away we may be able to gather information that will help the Bureau of International Commerce in one of its most important jobs for you—finding and eliminating or reducing both tariff and nontariff barriers which hamper U.S. businessmen in their efforts to do business around the world.

Write to the editor:
Bureau of International Commerce
International Commerce magazine
U.S. Department of Commerce
Washington, D. C. 20230

Automotive battery parts asked for in Pakistan

Rehman Automobile and Electric Works, (manufacturer, importing distributor of batteries), of Karachi, Pakistan, wishes to purchase and act as agent for a firm manufacturing component parts for automotive batteries.

Following is a list of material desired:

Pig lead: 99.97%; antimony: 99.97%; nonsetting red lead; litharge, canary yellow powder; hard rubber battery containers; insulating varnishes; insulating paper, leatheroid; insulating empire cloth; microporous battery separators. Replies should be directed to the above firm, at Ahmad Manzil, Mesham Lea Rd., Karachi 3, Pakistan.

Somali seeks equipment for long line fishing

The U.S. Embassy in Somali reports a growing interest in long line fishing by Somali fishermen following successful demonstrations by the USAID Fisheries advisor.

Several local firms have indicated an interest in securing agencies from U.S. manufacturers of this type of equipment in anticipation of a growing demand.

Interested U.S. firms should forward catalogs, price lists and terms to the U.S. Embassy in Mogadiscio, Somali Republic, where they will be brought to the attention of the local agents who have requested contacts.

Turkey wants tenders on telephone equipment

The Government of Turkey invites bids for the supply and installation of telephone equipment under a five-year development plan to expand the existing telephone service throughout the country.

The equipment includes 202 automatic exchanges of 400-lines each, 25,000 lines of magneto exchange equipment, 22,300 lines of local battery exchange equipment, 224,000 automatic telephone sets, 27,500 magneto telephone sets, 24,500 local battery telephone sets, 2,500 coin-box telephone instruments. Installation of the automatic exchange equipment must be completed and put into service by the end of 1967.

Bidders submitting offers for the above equipment are also required to guarantee the erection of a telecommunications plant in Turkey, capable of producing a minimum of 40,000 lines of automatic telephone exchange equipment and 40,000 automatic telephone sets by the end of 1967. The equipment must be of the same type and quality as those to be furnished by the bidder.

Tenders must be submitted by September 16 to the Materials Dept., General Directorate of the Post, Telephone and Telegraph, Ankara, Turkey.

A copy of specifications and conditions on the project is available on loan to firms located in the U.S. from the Communications Industries Division, BDSA, Rm. 4805, Department of Commerce, Washington, DC., 20230. (Telephone: WO 7-4823.)

Kuwait will construct water distillation plant

The Kuwait Ministry of Electricity and Water, State of Kuwait has announced tender No. MEW/22/2/24-63/64 with a bid deadline of September 22 for the supply and construction of five units of sea water flash type distillation plants.

Each unit is to have a capacity of one million imperial gallons per day and will be located at the Shuaiba "A" and Shuwaikh "F" distillation plants.

Documents for this tender are available at a cost of $84 plus about $15 air mail postage from the Ministry listed above. A copy of the specifications may be inspected at the Embassy of Kuwait, Shoreham Hotel, Washington DC. (Telephone: 265-3232).

A copy of the specifications is available on short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington, DC., 20230. (Telephone: WOrth 7-5589).

Garden tractors, cultivators requested by Greek bank

The Agricultural Bank of Greece, Supplies Service, requests bids for 2,500 small single-axle tractors with cultivators in the 5-12 hp. category.

Bid deadline is August 19 at the head office of the Agricultural Bank of Greece in Athens, Greece. A copy of this invitation to bid is available to firms located in the U.S. from the ACME Division, BDSA, Rm. 4025, Department of Commerce, Washington, DC., 20230.

Paperboard, stationery needed in Iraq

The Central Foreign Purchasing Bd., Ministry of Finance, Baghdad, Iraq, invites tenders for the supply of paper, paperboard and stationery.

Tender No. 19/63 includes among other items 151,500 reams of white writing and printing paper in various sizes, 1000 reams kraft paper, 120,000 reams duplicator paper, 10,000 reams white offset paper, 1,400 bundles leather board, 4¼ million manila file covers and 260,000 sheets of vanguard board. The bid deadline is September 1.

Tender No. 21/63 includes among various other stationery items 6.6 million envelopes, 56,000 blank books, 91,000 boxes carbon paper, 4,400 gross pencils, and 42,000 bottles typewriter oil. The closing date for this tender is September 8.

Terms and specifications may be obtained from the Central Foreign Purchasing Bd., Ministry of Finance, Baghdad, Iraq, against payment of ID 1.500 ($4.20) per each tender copy, plus $.070 to cover air mailing charges from Iraq to the U.S.

Pakistan wants supply of radio transmitters

The Office of the Director General Telegraph and Telephone, Telegraph and Telephone Dept. of Pakistan, has issued tender announcement 21-3/63/487 for the supply of two SSB/DSB transmitters and receivers to establish a radio link between Skardu and Rawlpindi, Pakistan.

The transmitter should have 250-300 watts pep, with four to six pre-determined, crystal-controlled, operating frequencies in the 2-15 mc. range. The receiver must also have the four to six crystal-controlled frequencies.

In addition to the transmitters and receivers, two years' supply of tubes and spare parts and accessories, a five kw. diesel generator, and antennas are to be provided.

The bid deadline is August 6. Copies of the conditions and specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y., (Telephone: TR 9-5800), for $1.05 or may be reviewed at the Electronics Division, BDSA, Rm. 4117, Department of Commerce, Washington, DC. 20230. (Telephone: WO 7-2328).

Australian pumping station needs booster motors

The Snowy Mountains Hydro-Electric Authority of Australia requests tenders for the design, manufacture, supply, delivery, and supervision of erection of: specification No. E. 518 for two main and two booster pump motors for the Jindabyne Pumping Station and specification No. M. 139 for two 450 CUSEC main and two 450 CUSEC booster pumps for the Jindabyne Pumping Station. Tenders close January 22, 1964.

Specifications may be obtained from the Snowy Mountains Hydro-Electric Authority, P.O. box 332, Cooma North, N.S.W., Australia, for $4.50 per set including postage (nonrefundable).

One copy of combined specifications including drawings for the two contracts are available for reference only at Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, DC., 20230. (Telephone: WOrth 7-4242.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20230.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

JAPAN—Culls, splits of lima beans, peas, white color, in large quantities. Kowa Trading Co., Ltd.,—Kowa Shoji K.K., (importer, distributor), 4 Nihonbashi Kayaba-cho, 2 chome, Chuo-ku, Tokyo.

NORWAY—Extra large yellow peas. Erling Odner & Sonn, (agent), 14 Skippergaten, Oslo.

PHILIPPINES—Garden seeds. Direct purchase and agency. Philippine Education Co., Inc., (importer, wholesaler, retailer, indentor), 1104 Castillejos, P.O. box 620, Manila. WTD 5/29/63.

013 Livestock Farms

FRANCE—Animal offals, glands. Direct purchase and agency. Societe Fonciere & Commerciale du Levant, (importer, dealer), 7 rue Auber, Paris 9e.

● **KOREA**—Livestock, sheep, rabbits, must furnish feed required during ocean transportation plus medicines, equipment, tools; Tender No. KFX3064-S; bid deadline 2 o'clock, August 8. Office of Supply, Government of The Republic of Korea, Seoul.★ (Telephone: WO 7-4793).

019 Commercial Farms

PHILIPPINES—Flower seeds. Direct purchase and agency. Philippine Education Co., Inc., (importer, wholesaler, retailer, indentor), 1104 Castillejos, P.O. box 620, Manila. WTD 5/29/63.

105 Bauxite, Other Aluminum Ores

PAKISTAN—High grade bauxite: alumina Al0/23, 60.25%; feric oxide feo/23, 2.32%; silica sio/2, 0.74%; titanium oxide tio/2, 3/76%; lime cao, 0.24%; phosphorus pentoxide 0.06%; sulphur trioxide so/3, 0.08%; loss on ignition ho/2, 32.38%; magnet mgo, 0.162-100.00%. Dalmia Cement, Ltd., (manufacturer), Dandot R.S., W.

111 Anthracite

SPAIN—Anthracite. Francisco Menendez Rodriguez, (exporter, importer), Bethencourt Alfonso No. 20, Santa Cruz de Tenerife, (Canary Islands). WTD 7/10/63.

121 Bituminous Coal

SPAIN—Bituminous coal. Francisco Menendez Rodriguez, (exporter, importer), Bethencourt Alfonso No. 20, Santa Cruz de Tenerife, (Canary Islands). WTD 7/10/63.

200 Food

JAPAN—Foodstuffs — confectionery, sweets, candies, dried fruits, fruit juice. Sakaeya, Ltd., (importer, wholesaler, exporter), 19 Matsuya-machi, Minami Ku, Osaka.

MALTA—Pure pork lard in 37 lb. tins; polished rice in 50 k. bags; other foodstuffs standing the European competition. Cuschieri & Camilleri, Manufacturers' Representatives, (importer of foodstuffs), 34/13 Strait St., Valletta.

SPAIN—Groceries, particularly canned pineapple; requests replies in Spanish or French. Jacob Benhamu Benarroch, (importer, wholesaler, retailer, commission agent), Lopez Moreno 10, Melilla.

Foodstuffs and liquors. Ibermotor—Tibor Racz, (importer, exporter), Calle Fernanflor No. 6, Madrid, 14. WTD 6/14/63.

202 Dairy Products

★★ BELGIUM—Trade Mission

Icecream mix in 10 lb. tins. Raw materials used by confectionery baking trade. Ets. Gumpert & Co., s.p.r.l., 39, rue Ulens, Brussels. I.R. 97.

Food products, canned peaches, apricots, fruits for salad, string beans, canned and condensed milk. Tocofru, 8, Quai St. Laurent, Antwerp. WTD 7/10/58 I.R. 52.

PHILIPPINES—Milk powder, butter fat. Milk Industries, Inc., (manufacturer), Marikina, Rizal, Bx. 3064, Manila. WTD 9/26/62.

203 Canning, Preserving Foods

★★ BELGIUM—Trade Mission

Seeks to represent packer of shipper of canned corn, especially whole ears four or six per can. Frozen foods, crabmeat from Northwest, peas, shrimp. Ets. Arthur Hirsch and Co., 19, rue Haringrode, Antwerp. WTD 5/19/59 I.R. 324.

Seeks to represent U.S. lines, canned cherries, French-style beans. Etabl. Haerten & Braet s.p.r.l., 25, Square Vergote, Brussels. WTD 9/18/57 I.R. 73.

Seeks exclusive agency for concentrated fruit juice, dehydrated potatoes, spices. A. Lenders-Boost s.p.r.l., 5, rue de la Fourragere, Uccle-Brussels. I.R. 60.

Wants to sell canned fish, salmon, pilchards, sardines, canned fruits on commission basis. "Soali" s.p.r.l., 192, rue Royale, Brussels. I.R. 55.

Wants to represent U.S. manufacturer of prepared and precooked foods, canned, frozen. Interagences, Lange Nieuwstraat, 53, Antwerp. I.R. 326.★

Canned vegetables, fruits, dried fruits, pecan nuts, canned asparagus (white type); Raw materials for manufacture of spices, jams. Ets. Lourtie, Juslenville (Theux). I.R. 26★

ENGLAND—Canned gulf prawns; seedless raisins, prunes. Direct purchase and agency. Raynar Smith and Co., Ltd., (importer, broker), Norfolk House, Laurence Pountney Hill, London, EC.4. WTD 6/27/63.

JAPAN—Best grade of dried fruits in large quantities. Kowa Trading Co., (importer, distributor), 4 Nihonbashi Kayaba-cho, 2 chome, Chuo-ku, Tokyo.

MOROCCO—Dried prunes, canned pineapple, canned pineapple juice; request replies from manufacturers only in French. Direct purchase and agency. Etablissements Hadj Messaoud Ben Larbi, (importer), 9bis, rue Abdelkrim Diouri, Casablanca.

QATAR—Frozen meats, chicken, canned goods, juices. Jaouni & Co., (also known as "Family Shop"), (importer, retailer, wholesaler, commission agent), P.O. box 602, Doha. WTD 5/13/63.

SWEDEN—All kinds of canned fruit. Direct purchase and agency. T. Winberg AB, (agent), Box 3044, Goteborg 3. WTD 12/5/61.

204 Grain Mill Products

★★ BELGIUM—Trade Mission

Fertilizers, animal food products. Janssens & Co., 25, Rode Straat, Antwerp. I.R. 356.

SPAIN—Animal feeds. Francisco Menendez Rodriguez, (exporter, importer), Behtencourt Alfonso No. 20, Santa Cruz de Tenerife, (Canary Islands). WTD 7/10/63.

207 Confectionery

★★ BELGIUM—Trade Mission

Wants confectionery for retail sale. R. Beaujean, Couthuin. I.R. 239.

SOUTH AFRICA—Cocoa butter; requests replies from manufacturers only, or their sole export house. James P. Thol & Co., Pty., Ltd., (manufacturers agent), P.O. box 1567, Cape Town. WTD 6/3/63.

208 Beverage Industries

● **BURMA**—Malt extract bp., 5000 kg.; tender No. purchase/63/392, bid deadline August 3. Pharmaceutical Industry, P.O. box 416, Rangoon.★ (Telephone: WO 7-4793).

JAPAN—Beverages, wines, spirits of all kinds, average and best quality. Sakaeya, Ltd., (importer, wholesaler, exporter), 19 Matsuya-machi, Minami Ku, Osaka.

209 Food Preparations

★★ BELGIUM—Trade Mission

Soy bean, cotton seed, other vegetable, animal oil, canned cherries, safflower oil. Rene Collin s.p.r.l., Omheiningsplein, 10, Edegem-Lez-Anvers. I.R. 266.

Flour, rice, canned meat, cotton cloth. Coloval S.C.R.L., 80, rue Everaerts, Antwerp. I.R. 310.

Dehydrated chicken fats, dried, procured milk; also items for food producing such as coloring, flavoring extracts. L. Efratas, 136, Av. W. Churchill, Brussels. I.R. 57.

Food products, specifically spices, nuts, health, beauty aids, desired by manufacturer & distributor A. Meeus-Dierckx. Vaawtkaii, 31, Merksem (Antwerp). I.R. 304.★

Artificial casings and ingredients in sausagemaking, gelatine, atomized glucose, phosphates. Also phosphates, citrates, stabilizers for processed cheesemaking. N.V. Dera, Oosterveldlaan, 215, Antwerp. I.R. 291.

Condiments, other gourmet products. Dumont Freres and Co., Chassart. I.R. 241★

IRAQ—Baby food powder. Direct purchase and agency. Hindi and Al-Saffar Wholesale Drug Stores, (importer, wholesaler), M. Kadhim Makiyah Bldg., Mustansir St., Baghdad. WTD 4/13/62.

JAPAN—Bee honey. Kato Brothers Co., Ltd., (manufacturer, exporter, importer), 29 Senzoku-cho, Nichome, Daito-ku, Tokyo.

211 Cigarettes

TRUCIAL STATES—Cigarettes. Daai & Co., (importer, wholesaler, commission agent), P.O. box 506, Dubai. WTD 4/30/63.

220 Textile Mill Products

MOROCCO—Artificial fibers for use in spinning and weaving mill. Satfilage (manufacturer), 3 Rue Henri Regnault, Tangier. WTD 5/29/63.

NETHERLANDS—Printed and plain table covers, made of synthetic materials, foil or texture, also with Christmas motif; curtain materials, made of synthetic materials, foil or texture; nylon netting for the manufacture of shopping bags. G. Vermes N.V., (importing distributor), 127 De Ruyterkade, Amsterdam.

Cotton piece goods for men, women, children's wearing apparel. Direct purchase and agency. Firma Nico Presser, (sales agent), 30 van Baerlestraat, Amsterdam.

High quality fabrics for the manufacture of women's, children's coats. Requests replies from manufacturers only. N.V. Matelfabriek M. Stibbe, (manufacturer), 11-17 Langestraat, Amsterdam. WTD 6/10/63.

NEW ZEALAND—Cotton fabrics for women's outerwear, men's sportswear, shirtings; draperies, furnishing fabrics; towels, other household textiles. A Stuart Oxley, Ltd., (manufacturer's representative), P.O. box 5220, Auckland. WTD 11/20/62.

NORWAY—Synthetic textile fabrics piece goods for laminating with pvc; requests replies from manufacturers only. O. Braende, (manufacturer's agent), 7 Prof. Dahlsgate, Oslo. WTD 7/6/62.

Hair cloth for interlinings in men's, ladies' suits; requests replies from manufacturers only. J.A. Jacobsen, (manufacturer's agent), 15 Ole Vigsgate, Oslo. WTD 12/10/62.

Quilted fabrics, piece goods for the production of winter sports clothing; requests replies from manufacturers only. Haalke & Co., (manufacturer's agent), 24 Mollergaten, Oslo.

Cardigans of orlon for men, ladies, misses, boys; requests replies from manufacturers only. Einar H. Wilskow, (manufacturer's agent), 18 Storgaten, Oslo. WTD 10/4/62.

SINGAPORE—90" or 108" nylon mosquito nets. Direct purchase and agency. Anglo-Thai Corp., Ltd., (importer, wholesaler, agent), P.O. box 47, Singapore. WTD 8/31/62.

SPAIN—Textiles, particularly ladies sweaters, blouses of wool and perlon as well as nylon, rayon fabrics; requests replies in French or Spanish. Jacob Benhamu Benarroch, (importer, wholesaler, retailer, commission agent), Lopez Moreno 10, Melilla.

221 Broad Woven Fabric Mills, Products

★★ BELGIUM—Trade Mission

Fabrics, synthetic, cotton. Ets. Couturier, s.p.r.l., Cenfre International Rogier, Bruxelles. NCIA I.R. 105.

Stretch cotton. Arnold Van den Berg Cy, S.A., 107, rue de Brabant, Brussels. WTD 2/3/62 I.R. 32.

Desires exclusive agency for printed cottons, upholstery, textiles, plastic fabrics. Duralay S.P.R.L., 3, Galerie Ravenstein, Bruxelles. I.R. 232.★

Desires agency for fabrics, linings, material —nylon, stretch fabrics, banlon, dacron, orlon, denims. "Zentex," 35, rue de l'Astronomie, Brussels. WTD 6/15/62 I.R. 33.

225 Knitting Mills, Products

KENYA—Hosiery. Chandrakant and Co., (importer, manufacturers' representative), P.O. box 5770, Nairobi. WTD 5/28/63.

NETHERLANDS—All types of hosiery. Gebr.

Frank & Co., (importing distributor), 32 Kabelweg, Amsterdam. WTD 6/18/63.

229 Textile Goods

★★ BELGIUM—Trade Mission

Raw materials for textile industry such as fibers, waste. Soredeco, 9, Eikenstraat, Anvers. I.R. 315.

Cotton wastes, wipers. J. C. Ceulemans, 46, ave. Brialmont, Antwerp 1. I.R. 305.

PAKISTAN—Bookbinding cloth: 38" and 42" width by 18 and 20 yd. rolls; in case remnants and cut-pieces are available, the prices be quoted for the lot with complete particulars of colors, designs, minimum and maximum lengths of pieces in which stock is available. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

230 Apparel

BAHRAIN—Wearing apparel: men's, women's, children's under and outerwear. Khalil Abdulla & Sons, (importer, retailer, wholesaler, commission agent), P.O. box 170, Manama. WTD 5/12/63.

TRUCIAL STATES—Shirts of synthetic fibre. Daai & Co., (importer, wholesaler, commission agent), P.O. box 506, Dubai. WTD 4/30/63.

231 Men's, Youth's, Boy's Suits, Coats, Overcoats

★★ BELGIUM—Trade Mission

Lightweight clothing to purchase direct for resale. "Bovy" G. and J. & Co., 38, Rue des Chartreux, Brussels. I.R. 23.

232 Men's, Youths', Boys' Furnishings, Work Clothing

SOUTH AFRICA—Athletic, gynasium clothing, sport clothing: men's, youths', boys'; requests replies from manufacturers only. Direct purchase and agency. Jack Lemkus Sports, Pty., Ltd., (importing distributor), 46 St. George's St., Cape Town. WTD 5/7/62.

234 Women's, Misses', Children's, Infants' Undergarments

NORWAY—Underwear for women, misses; requests replies from manufacturers only Brodr. Brager-Larsen, (manufacturer's agent), 1 H. Heyerdahlsgate, Oslo. WTD 3/30/62.

238 Apparel, Accessories

BAHRAIN—Belts: men's, women's, children's of various kinds. Khalil Abdulla & Sons, (importer, retailer, wholesaler, commission agent), P.O. box 170, Bab al Bahrain Rd., Manama. WTD 5/12/63.

★★ BELGIUM—Trade Mission

Seeks to represent textile, apparel, shoe firms on commisssion basis. Also interested in women's costume jewelry. Ets. Odemic, 74, rue Veydt, Brussels 5. I.R. 24.

● **PAKISTAN**—Capes, waterproof, with hood, quantity not stated. Tender No. P4/GB9/76/59/ACST, bid deadline August 15. Controller of Stores (P), Pakistan Eastern Railway, Pahartali, Chittagong.★ (Telephone: WOrth 2-4294).

239 Fabricated Textile Products

★★ BELGIUM—Trade Mission

Linings, trimmings, buttons, canvases for men's clothing industry in discontinued numbers for wholesaler. Noel-Dessart, 32-34 rue de Biseau, Binche. WTD 4/20/62 I.R. 142.

241 Logging camps

■ **KOREA**—Logs, Douglas fir, white fir, Western hemlock, Ponderosa pine, Western red cedar, insence cedar, Sitka spruce, other species, all and/or, No. 3 or better, top dia. 8" or up, length 12' or up, 950,000 bf; Quotation deadline August 24. FFO-SAI-3-646. Same, except 12" x 12", about 4,000,000 bf. C&f or cif Pusan and/or Inchon, or fas/fob U.S. port. Ref. No. FFO-SAI-3-645. Dong Wha Enterprise Co., Ltd., 966 Hawangshimri-Dong, Sungdong-Ku, Seoul.

■ Lumber, Douglas fir, white fir, W.C. Hemlock, Ponderosa, Western red cedar; incense cedar; Sitka spruce, or other species (all and/or), rough green, 12" x 12", 12' or more in length, about 2,500,000 bf. Bid deadline August 5. Ref. No. FFO-SAI-3-643. Dai Kwang Lumber Co., Ltd., 181 Shindang-Dong, Sungdong-Ku, Seoul. fas/fob U.S. ports, c&f/cif Korean ports; freight must be shown on U.S. tramp/U.S. commercial liner vessels, non-U.S. tramp, non-U.S. commercial liner vessels, (all and/or). Both for PA#489-570-000-356-3205. U.S. Source. SBC-264.

■ Logs, approx. 500,000 bf., 6 ft. up in length, 8" up in dia. Douglas fir, W.C. Hemlock, white fir, spruce, western red cedar, Port Orford cedar, peeler grade, No. 1 and 2, sawmill grade #3. C&f Pusan or cif, or fas U.S. flag vessel or non U.S. flag vessel. Ref. No. FFO-SAI-3-605. Shin Heung Co., Ltd., 274-17 Dongam-Dong Kunsan.

■ Logs, approx. 260,000 bf. hemlock, white/fir, Noble fir, Douglas fir, Idaho white pine, top dia. 8" and up, lengths 12-40', #3 and better per Mackie and Lewis grading rules #5. Reference No. FFO-SAI-3-603. Sam Sung Ind, Co., 22-5 Kedong, Chin-Ju City.

Both the above are for PA#489-570-000-356-3205. U.S. source. Bid deadlines August 20. SBC-264.

■ Logs, Douglas fir, W.C. hemlock, Sitka spruce, Western red cedar, Port Orford cedar, Ponderosa pine, No. 3 or better, fresh cut, top dia. 8" or up, length 12' or longer, 2,100,000 bf. C&f/cif Pusan or Inchon, fas/fob U.S. port, freight must be based on U.S. tramp or U.S. commercial liner vessel or non U.S. tramp and non-U.S. liner vessel. Bwt acceptable. FFO-SAI-3-623. Wang Ja Lumber Co., #269 Bujuen-Dong, Busanjin-Ku, Pusan.

■ Logs, Douglas fir', W.C. hemlock, white fir, spruce, Western red cedar, Port Orford cedar, Peeler grade, No. 1, No. 2, No. 5 sawmill grade, Oregon pine, Ponderosa pine, western yellow pine, approx. 3,000,000 bf., 16' to 40' in length and 8" to 30" dia., all grades. C&f Inchon, cif Inchon, fas U.S. port by U.S. flag liner vessel, or tramp vessel or non-U.S. vessel. FFO-SAI-3-624. Taesung Lumber Ind. Co., Ltd., 38 Mansuk-Dong, Inchon. SBC-264.

242 Sawmills, Planing Mills

★★ BELGIUM—Trade Mission

Oregon pine, Alaska pine, other wood products, large dimension; lengths for harbor piles, other heavy work. Tropim, 459, Kapellensteenweg, Heide-Kalmthout. I.R. 292.

■ **KOREA**—Lumber, utility and/or better, per wclib rules #15 and/or #3 and/or better, plib rules per "r" list, 12"x12" and/or larger, length of 12' and/or longer, rough green Douglas fir and/or W.C. hemlock and/or Sitka spruce and/or White fir and/or Western red cedar, about 2,500,000 bf. Delivery terms—prices must be quoted on fas/fob U.S. ports and/or c&f/cif Inchon and/or Mokpo and/or Pusan ports. Freight must be based on U.S. tramp and/or U.S. commercial liner vessels, and/or non-U.S. tramp and/or non-U.S. commercial liner vessel. Reference No. FFO-SAI-3-649. Kap-Ja Co., 33 Tohwa-Dong, Mapo-Ku, Seoul. Bid deadline August 6.

■ Logs, Douglas fir, white fir, Western Coast hemlock, Ponderosa pine, Western red cedar, insence cedar, Sitka spruce, (all and/or), No. 3, top dia. 8"-30", length 12' and/or longer, about 1,150,000 b.f. Bid quotation deadline August 24. Reference No. FFO-SAI-3-647. Dai Kwang Lumber Co., Ltd., 181 Shindang-Dong, Sungdong-Ku, Seoul. Prices must be quoted on fas/fob U.S. ports, c&f cif Korean ports. Freight must be shown based on U.S. tramp, U.S. commercial liner vessels, or non-U.S. tramp/non-U.S. commercial liner vessels, (and/or). Both for PA#489-570-000-356-3205. U.S. Source. SBC-264.

■ Lumber, W.C. hemlock, white fir, Western red cedar, Douglas fir No. 3, better. Dia. 12"x12" and up, 12' long and up. (All and/or). 1,900,000 bf. Ref. No. FFO-SAI-3-644. Yushinsa Co., Ltd., Rm. 509, Dong-A Bldg., 39, 1-Ka, Choongmu-Ro, Choong-Ku, Cable: TUSHINSA. Bid deadline August 5. Fas/c&f/cif/Korean ports. U.S. tramp, U.S. commercial or non-U.S. tramp/non-U.S. commercial vessel.

■ Log, Hemlock white fir spruce, Douglas fir, cedar. 8" dia. up, 12' lengths, up, approx. 650,000 bf., fas/Pacific coast port, plus freight. Shipment middle of September, c&f Inchon, U.S. flag vessel. Nam Sun Lumber Co., Ltd., 55, 3-ka, Ulchi-ro, Choong-ku, Seoul. Cable: NAUMSUNLUMBER, Seoul. Ref. No. FFO-SAI-3-604. Bid deadline August 20.

■ Lumber, utility, per wcltb rules #15, #3 or better, plib rules per "r" list, 12"x12" or larger, length of 12' or larger, rough green, Douglas fir, W.C. hemlock, Sitka spruce, White fir, Western cedar, (all and/or). FFO-SAI-3-616. Bid deadline August 5. Rihan Industrial Co., Ltd., #48 k-ka, Chungmu-ro, Chung-ku, Seoul. Cable: RIHANCO, Seoul. Fas/fob U.S. port, c&f/cif Inchon, Mokpo, Pusan. Freight on U.S. tramp, U.S. commercial, or non-U.S. tramp or non-U.S. commercial liner vessels.

All the above are for PA#489-570-000-356-3205. U.S. source. SBC-264.

NETHERLANDS—Dressed hardwood; for all types of interior use; blockboard for the furniture industry. Requests cif Rotterdam quotations. Houthandel v/h (formerly) Eindhoven & Zn. N.V., (importing distributor), 1 Frankhuisweg, Zwolle.

249 Wood Products

PHILLIPINES—Wood preservatives. Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

252 Office Furniture

NETHERLANDS—Office card and filing systems. Direct purchase and agency. W. Voogt's Handelsonderneming, (agent, importer, wholesaler), 36 Rodezand, Rotterdam-1.

Office furniture. Direct purchase and agency. N.V. Handelsmaatschappij v/h Mozes Knap & Zoon, (importer, wholesaler, retailer), 91-93 Schiedamsevest, Rotterdam-2.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

LUXEMBOURG—Plastic, wood, metal doors, partitions for industrial construction; components which can be shifted to form different

combinations. Direct purchase and agency. Abico S.a.r.l., (importer, agent), 76, rue d'Anvers, Luxembourg. WTD 12/17/62.

262 Paper Mills, Products

★★ BELGIUM—Trade Mission

All types of papers for converting purposes for use by printing, packaging trades. Papeteries de Belgique, 39, rue de la Grande Ile, Bruxelles. WTD 5/23/61 I.R. 250.

264 Converted Paper, Paperboard Products

★★ BELGIUM—Trade Mission

All types of wrapping paper material, especially grease-proof, water-repellent. Also cellophane, polyedtrylene materials for agent. Ets. R. Bertels S.A., 526 Ave. Louise, Brussels 5. I.R. 21.

KENYA—Stationery. Chandrakant and Co., (importer, manufacturers' representative), P.O. box 5770, Nairobi. WTD 5/28/63.

NETHERLANDS—All kinds of paper, stationery for office use. Papiergroothandel "t Centrum," Firma A. Vroegindeweij, (importer, wholesaler), 38 Gerard Schotenstraat, Rotterdam-11.

NICARAGUA—Masking tape; requests replies in Spanish. Representaciones EPSA, (representative), Enrique Pereira, S.A., 2 da. Ave. S.O. No. 307, Managua, D.N. WTD 11/9/62.

PAKISTAN—Bond paper size 18x23, 44 grms.; colored tissue paper size 20x30, 18 grms.; parchment butter paper size 20x30, 30 grms., white; flint paper, colored size 20x30, 60 grms.; air mail paper size 18x23, 17 grms., white; manifold paper size 17x27, 30 grms.; cellophane, viscous transparent film size 20x30, 30 grms.; colorless paper (amber), 20x30, 30 grms. Capt. Mohammad Akbar and Co., (importing distributor, manufacturer), Urdu Bazar, Rawalpindi. WTD 6/24/63.

Writing paper (size 17″x27″ substance 60-70 grm.); bank and bond (size 18″x23″ substance 49 grm. with and without water mark, also in colors); drawing (size 22″x30″ substance 120 grm.); ledger (size 17″x27″ substance 74/80/90 grm. azure laid); colored pastel drawing (size 22″x30″ 48-60 lb. per ream of 500 sheets); cambric (size 20″x30″ substance standard); imitation press (size 22″x28″ 320/350 lb. per ream of 500 sheets); index (size 22″x28″ 250/320/350 lb. per ream of 500 sheets with different colors). Direct purchase and agency. Alpha Mian and Co., (manufacturer, manufacturers' agent, importing distributor), 4 Nicholson Rd., Lahore. WTD 6/6/63.

SOUTH AFRICA—Transfer paper: dry transfers, transfers for plastic film decorations; requests replies from manufacturers only. The Harrison Wilkinson Co., (manufacturer), P.O. box 4278, Cape Town.

265 Paperboard Containers, Boxes

NETHERLANDS—Folding boxboard. Direct purchase and agency. Felix Muskens' Handelsonderneming N.V., (importer, wholesaler, agent), 6 Breitnersingel, Rotterdam-13.

266 Building Paper, Building Board Mills, Products

JAPAN—Approximately three tons per month of 44″x48″ latex fiberboard, 1.2 mm. to 2 mm. thick. Nippon Trading Co., Ltd., (importer, exporter), Overseas Administration Dept., Bridge Stone Bldg., 1, 1-chome, Kyobashi, Chuo-ku, Tokyo.

SWEDEN—Paper, wallboard. AB Jan Liebid, Ltd., (export, import), Kungsportsavenyen 34, Goteborg. WTD 7/31/61.

271 Newspapers: Publishing, Printing

TAIWAN—Over-issue newspapers for remanufacture purpose only; monthly supply of approx. 500-1,000 short tons needed; must not contain any communist paper and periodicals. Orient Trading Co., Ltd., (importer), P.O. box 3240, Taipei. WTD 6/11/62.

273 Books

PAKISTAN—Books, magazines, (science, medical, engineering, law, history educational, politics, literary, biology, geography, biographies). Direct purchase and agency. Publishers United, Ltd., (importing distributor), 176 Anarkali, Lahore. WTD 6/24/63.

277 Greeting Card Manufacturing

NETHERLANDS—Christmas cards, greeting cards. Importhuis Gebr. Spanjersberg, (importer, wholesaler), 50a Hoogstraat, Rotterdam-1.

281 Industrial Chemicals

★★ BELGIUM—Trade Mission

Chemical, pharmaceutical intermediates—glycols, organic acids, plastics such as polyethylene, polypropylene. Ets. J. M. Lefebvre, 65, rue Mignot, Delstanche, Bruxelles. WTD 2/19/63 I.R. 47.

Heavy chemicals, fertilizers, sulphuric acid, copper, zinc, nickel sulphates. Sidal S.A., 8, ave. Palmerston, Bruxelles. WTD 5/63 I.R. 237.

Chemical products used in soap-making. Amtexco Trading Co., 41, ave. de Roodebeek, Brussels. WTD 10/4/61 I.R. 91.★

FRANCE—Chemical, pharmaceutical products for industrial use. Herve Levi, (agent), 32 Bld. Pereire, Paris 17e.

INDONESIA—40 tons of mercury for use in plant's electroplate processes. Perusahaan Negara Soda, (manufacturer), Waru, Surabaya. WTD 2/21/63.

● **IRAQ**—Aluminum sulfate(alum); 500 mt. in kibbled form and 200 mt. in granular form, for water treatment, containing 17/18% water soluble alumina, detrimentally free of iron, acid, and arsenic for the stores at Shaikh Omar, Baghdad. Tender notice No. 10, bid deadline August 10. The Director General of Municipalities, Ministry of Municipalities, Baghdad.★ (Telephone: WO 7-3468).

■ **KOREA**—Sulfur, ground or refined grade for rubber use; insoluble sulfur, 100 mt. each. Cif or c&f Pusan on U.S. flag vessels. Ref. No. FFO-SAI-3-642. Bid deadline August 5. PA#489-901-356-3202. Limited worldwide (901). Kwang Sung Rubber Co., 469 Taehungdong, Mapo-Ku, Seoul. SBC-264.

NETHERLANDS—All types of raw materials for the pharmaceutical, chemical industries; requests replies from manufacturers only. Chemimpo N.V., (sales agent), 13 Sarphatikade, Amsterdam. WTD 6/10/63.

NICARAGUA—Polyethylene material; requests replies in Spanish. Representaciones EPSA, (representative), Enrique Pereira, S.A., 2 da. Ave. S.O. No. 307, Managua, D.N. WTD 11/9/62.

NORWAY — Chemicals, particularly for paper, pulp industry, also solvents, hydrocarbons, glycerine; requests replies from manufacturers only. Petter Gravensten, (manufacturer's agent), 127 Bygdoy Alle, Oslo. WTD 10/31/62.

PAKISTAN — Chemicals: manufacture of glassware: manganese dioxide, 80% mnoz abt 1.5-2% Fe; potassium bichromate, fine crystal; borax, (tech. granular) coarse; selenium, black metallic powder; cobalt oxide black, 70-71%; potassium carbonate, 96-98% calcined powder; tin oxide, 99.5%; refined sulphur rolls, 99.5-100% 3″ rolls; arsenic white powder, 98%; titanium dioxide, 98-100%; pure zinc oxide (white); colors: iron perchloride: 60% lumps; ul tramarine blue; red lead: glass grade non-setting. National Glass Works, (manufacturer), Murree Rd., P.O. box 43, Rawalpindi. WTD 6/26/63.

Chemicals: p.v.c. powder, other mixing ingredients to be used in manufacturing of artificial leather. Direct purchase and agency. Rafhan Bros., Ltd., (manufacturer), 4 McLeod Rd., Lahore. WTD 6/26/63.

Silver nitrate, iodizer, etching powder, deep etch process chemicals. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

PHILIPPINES—Industrial chemicals. Direct purchase and agency. Kuenzle & Streiff, Inc., (importer, wholesaler, retailer, indentor, exporter), 453-459 T. Pinpin, P.O. box 301, Manila. WTD 6/17/63.

Chemicals for textile, rubber, paint, plastics industries; plasticizers, solvents; polystyrene, polypropelene, polyethelene, urea formaldehyde, phenol formaldehyde. Direct purchase and agency. Northern Pacific Corp., (importer, wholesaler, indentor), Campos Rueda Bldg., Tindalo St., Makati, Rizal, P.O. box 1889, Manila.

SPAIN—Chemical, pharmaceutical products. Ibermotor—Tibor Racz, (importer, exporter), Calle Fernanflor No. 6, Madrid 14. WTD 6/14/63.

282 Synthetic Materials

★★ BELGIUM—Trade Mission

Polyurathane, rigid foam, foam glass, magnesia, calcium silicate, other specialties. Isolmat s.p.r.l., 9, Korte Klarenstraat, Antwerp. WTD 5/10/62 I.R. 317.

FRANCE—Methacrylate, methyl, ("lucite" type) panels, also oroglas, methyl-methacrylate parts. Direct purchase and agency. Cindar, (manufacturer), 48 Ave. du General de Gaulle, Champigny s/Marne (Seine).

NETHERLANDS—Self-adhesive plastic foil (width 50 cm.). G. Vermes N.V., (importing distributor), 127 De Ruyterkade, Amsterdam.

Cellulose for the paper industry; requests replies from manufacturers only. N.V. Handelsvereniging v/h J. & W. Wegman, (importing distributor), 3 Staalkade, Amsterdam. WTD 6/26/63.

All types of raw materials for the plastics industry; requests replies from manufacturers only. Chemimpo N.V., (sales agent), 13 Sarphatikade, Amsterdam. WTD 6/10/63.

Sheets, rolls, tubes, rods, foils made from artificial materials for all uses. N.V. Reputabel, (importing distributor), 105 Groensingel, Weesp.

NORWAY—Plastic film for use in packaging machines; requests replies from manufacturers only. Norge-Maskiner A.S., (manufacturer's agent), 28 Stortingsgaten, Oslo. WTD 7/26/62.

PAKISTAN—Bakelite sheet: 1/16″ to 1/8″ thick; thermoplastic compound: p.v.c. Direct purchase and agency. Rehman Automobile and Electric Works, (manufacturer, importing distributor), Ahmad Manzil, Mesham Lea Rd., Karachi 3. WTD 5/27/63.

283 Drugs

★★ BELGIUM—Trade Mission

Vitamins, ethical drugs, hormones, enzymes, specifics. Comptoir Chimico-Pharmaceutique, 1, Chaussee de Waterloo, Bruxelles 6. I.R. 253.

Bio-chemical products, vitamins, health-building products. Marcel Visele, 107, rue Boghemans, Wemmel. NCIA I.R. 283.

Ethical proprietary medicines for manufacturer desiring, in turn, agent or distributors in U.S. for line of proprietary medicines. Ets. H. Bonjean, 149, rue Franklin, Brussels. WTD 5/19/50 I.R. 19.

Enzymes, additives, vitamins for cattle feed. S.P.R.L. Goffin, 64 rue du Velodrome, Berchem. WTD 12/9/61 I.R. 355.

Pharmaceuticals, chemicals for food processing, animal feed. Cosima P.V.B.A., 22, Gallaitlaan, Wilrijk. WTD 5/22/63 I.R. 300.

Raw materials for pharmaceutical industry wanted by importer of these products. Soredeco, 9, Eikenstraat, Anvers. I.R. 315.

● **CEYLON** — Crystalline penicillin b.p., 1,800,000 vials, 1 million units each, 100 vials to carton, and crystalline penicillin b.p., 3,000,000 vials, 500,000 units each, 100 vials to carton. Bid deadline August 6. Chairman, Tender Board, Ministry of Health, P.O. box 500, Colombo.★ (Telephone: WO-7-3394).

IRAQ — Pharmaceuticals; requests replies from manufacturers only. Direct purchase and agency. T. Gargour & Fils, (Iraq), W.L.L., (importer, wholesaler, sales agent, exporter), P.O. box 305, Baghdad.

Drugs, pharmaceuticals of all descriptions. Direct purchase and agency. Hindi and Al-Saffar Wholesale Drug Stores, (importer, wholesaler), M. Kadhim Makiyah Bldg., Mustansir St., Baghdad. WTD 4/13/62.

● Ortho-tolodine, 100 bottles in 500 cc. bottles; tender notice 10, bid deadline August 10. Directorate General of Municipalities, Ministry of Municipalities, Baghdad.★ (Telephone: WO-7-3394).

ITALY—Bacitracin 40/50%, feed grade; oleous vitamin a, 1.000.000/1.300.000 u.i./gr.; oleous vitamin D2, 1.500.000/2.000.000 u.i./gr.; oleous vitamin D3, 2.000.000 u.i./gr. Ghezoo Italiana—Chemical Zoofeeding, s.r.l., (manufacturer, agent), Via Monte Asolone 6, Milan. WTD 6/27/62.

■ **KOREA**—Aminopyrin; phenacetin, caffeine anhydrous, dextrose anhydrous; vitamins b6 & c; dry vitamin e acetate, santonin, usp, na & nf, total 1690 kilos. Brand name clearly described, sample of all items required. Delivered cif Pusan by U.S. flag vessel, quotation to show fob price. PA#489-370-901-356-3200. Limited worldwide (901). Bid deadline August 5. Ref. No. FFO-SAI-3-648. Sam Il Pharmaceutical Co., Ltd., 243-1, Nakwon-dong, Chongro-ku, Seoul. SBC-264.

■ Polyvinyl pyrrolidone, various vitamins; riboflavin; nicotinamide, caffein, dextrose; sodium ascorbate; dihydrestreptomycin, streptomycin sulfate, various quantities. Brand name to be clearly described in offer and samples required. Cif Pusan, U.S. flag vessel; fob price. Ref. No. FFO-SAI-3-654. Bumyang Pharmaceutical Co., Ltd., 121, 1st St., Wonhyo-ro, Yongsan-Ku, Seoul. Cable: BYANGPHARMA, Seoul.

■ Dry vitamin a palmitate, na, beadlets, type 500A/50D, 40 kg.; vitamin c coated, usp, 331 kg., dextrose anhydrous, usp, 8 mt. C&f or cif Pusan, U.S. flag vessel. Samples, analysis, name and address of manufacturer required. Fob price. FFO-SAI-3-653. Seoul Pharmaceutical Co., Ltd., No. 60, Songhyun-dong, Chongro-ku, Seoul, Cable: WONKISO, Seoul.

Both the above are for PA#489-370-901-356-3200. Limited worldwide (901). SBC-273.

■ Dihydrostreptomycin sulfate; streptomycin sulfate, 250 kg. each; penicillin g sodium/potassium, 240 bu, usp. Expiry period not shorter than five yrs. Manufacturer's certificate, origin certificate with original manufacturer's name and address, with inspection certificate required. C&f or cif Pusan, U.S. flag liner vessel. Ref. No. FFO-SAI-3-652. Keun Wha Antibiotic Medicine Co., Ltd., 43-4, 1-Ka, Pil-Dong, Chung-Ku, Seoul. Bid deadline August 9.

■ Acetophenetidin, acetyl salicylic acid, aminopyrine, caffeine, calcium pantothenate, dextrose anhydrous, d.l. methionine, nicotinamide, piperazine citrate, p.v.c., santonin, various vitamins, assorted quantities. Brand name clearly described, with samples required, delivered cif Pusan, U.S. flag liner, f.o.b. price. Bid deadline August 8. FFO-SAI-3-650. Korea Pharmaceutical Ind. Assn., 181, Kwanchul-Dong, Chongno-Ku, Seoul.

Both the above are for PA#489-370-901-356-3200. Limited worldwide (901). SBC-273.

NETHERLANDS—New types of medicines, especially those with original chemical compositions; patented types. Direct purchase and agency. Pharmaceutische Groothandel J. H. Rooster & Zoon, (importer, wholesaler, retailer, manufacturer, selling agent), 6-8 Infirmeriestraat, Rotterdam. WTD 6/20/63.

PAKISTAN — Chemicals: pharmaceuticals: vitamin preparations, iron compounds; hormones, steriods; antibiotics; sulpha drugs; aspirin, similar compounds; basic chemicals for pharmaceutical manufacture; codeine; pharmaceutical specialities. Umersons Laboratories, (manufacturer), H/241 Tali Shahan, Rawalpindi. WTD 6/10/63.

SPAIN—Pharmaceutical products in general. Francisco Menendez Rodriguez, (exporter, importer), Behtencourt Alfonso No. 20, Santa Cruz de Tenerife, (Canary Islands). WTD 7/10/63.

VENEZUELA—Pharmaceutical specialties including drugs, chemicals, patent medicines. Direct purchase and agency. Higia C.A., (importing distributor, sales agent), Apartado 768, Edificio Laboratorios Behrens, Calle Real de Chapellin, Caracas. WTD 6/6/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

BAHRAIN—Perfumes, cosmetics, toileteries. Khalil Abdulla & Sons, (importer, retailer, wholesaler, commission agent), P.O. box 170, Bab al Bahrain Rd., Manama. WTD 5/12/63.

★★ BELGIUM—Trade Mission

Soaps, dental cream, tooth paste, mouthwash, deodorants, also diet cookies, foods. Chimi-Phar S.P.R.L., 109, Rue Baghemans, Wemmel. I.R. 256.

Cosmetics, beauty supplies. Ets. Jean Dierckx, rue de la Constitution, 50, Antwerp. I.R. 323.

FINLAND—Lipstick, nail polish, other cosmetics. Marttinen Oy, (importer, distributor, retailer, manufacturer), Lonnrotinkatu 5, Helsinki. WTD 6/27/63.

FRANCE—All kinds of cleaning products. Direct purchase and agency; requests replies in French. Societe Baudry, (manufacturer), 11 rue Castex, Paris 4e. WTD 6/25/63.

IRAQ—Cosmetics. Direct purchase and agency. Hindi and Al-Saffar Wholesale Drug Stores, (importer, wholesaler), M. Kadhim Makiyah Bldg., Mustansir St., Baghdad. WTD 4/13/62.

NETHERLANDS—Toilet articles, including hair fashion items, powder boxes, brush sets, atomizers. De Vries & Van Adelsberg N.V., (importing distributor), 264 Singel, Amsterdam.

High quality cosmetics for men, women. N.V. Handelmaatschappij Mendes De Jong & Co., (importing distributor), 11 Nieuwe Herengracht, Amsterdam. WTD 11/1/61.

PORTUGAL—Insecticides, fungicides, herbicides; requests replies from manufacturers only. Societe Anonyme des Produits et Engrais Chimiques du Portugal—Sapec, (manufacturer, importer, wholesaler), Rua Vitor Gordon 19, Lisbon 2. WTD 6/21/63.

SPAIN—Perfumery products. Dosalan, Ltda., (importer, wholesaler), Lagasca No. 38, Madrid 1. WTD 6/11/63.

TRUCIAL STATES—Detergents, laundry supplies. Daai & Co., (importer, wholesaler, commission agent), P.O. box 506, Dubai. WTD 4/30/63.

285 Paints, Varnishes, Lacquers, Enamels

★★ BELGIUM—Trade Mission

Paints to sell on commission through distributors in Benelux and France. C. M. Declercq, 10, rue Kalenberg, Dilbeek/Brussels. I.R. 10.

Plastic, mar-proof varnish. Dezo, Oosterveldlaan 215, Antwerp. I.R. 306.

FRANCE—Raw materials used in the fabrication of paints, varnishes. Direct purchase and agency. V. Klein & Roubinet, (importer, dealer), 474 rue de Geneve, La Courneuve (Seine). WTD 6/18/63.

NETHERLANDS—Liquid paint remover, plasticizers, fillers, paintbrush cleaners. N.V. Inverbo, (sales agent), 6 Leidsegracht, Amsterdam. WTD 6/7/63.

287 Agricultural Chemicals

★★ BELGIUM—Trade Mission

Fertilizers. Janssens and Co., 25 Rodestraat, Antwerp. I.R. 356.

● **IRAN**—Ammonium sulfate-nitrate, 26% n, 2932 mt.; triple superphosphate, minimum 43% water soluble, 800 tons; potassium sulfate, 130 tons. Bid deadline, September 7. Tea organization, Ministry of Finance, Ave. Ark, Tehran.

MALAYA—Liquid fertilizers of 15/15/15 analysis, containing micronutrients, copper, zinc, manganese, iron, boron. Malayan Fertilizers, Ltd., (importer, exporter), 54 Ampang Rd., Kuala Lumpur. WTD 6/21/62.

SPAIN—Fertilizers, insecticides. Francisco Menendez Rodriguez, (exporter, importer), Bethencourt Alfonso No. 20, Santa Cruz de Tenerife, (Canary Islands). WTD 7/10/63.

288 Chemical Products

★★ BELGIUM—Trade Mission

Chemicals for food processing, animal feed. Cosima P.V.B.A., 22, Gallattlaan, Wilrijk. WTD 5/22/63 I.R. 300.

289 Chemical Products

PAKISTAN—Printing inks. Direct purchase

and agency. Alpha Mian and Co., (manufacturer, manufacturers' agent), 4 Nicholson Rd., Lahore. WTD 6/6/63.

Printing inks: letter press, offset, (lithographic in assorted colors, blacks, blues, greens, yellows, reds, browns, white), sundries such as driers, over printing inks; duplicating inks. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

PHILIPPINES—Printing ink materials e.g. pigments, resins, solvents. Western Ink Corp., (manufacturer), 43 Igdalig, Manresa, Quezon City. WTD 6/6/63.

Water-proofing compounds; for concrete, paints, accoustical ceiling boards, other painting materials. Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

291 Petroleum Refining

● **GREECE**—Lubricating oils, grease for railcars, cars. Estimated $45,000. Tender No. 6129 closes August 27. Hellenic State Railway, (SEK), 34-Themistocleous St., Athens.★ (Telephone: WO 7-2421).

295 Paving, Roofing Materials

★★ BELGIUM—Trade Mission

Barrett roofing products. Goedkoop Leen and Hypotheek Cantoor, 98, Noorderlaan, Antwerp. WTD 5/24/63 I.R. 298.

299 Products of Petroleum, Coal

★★ BELGIUM—Trade Mission

Tall oil, crude, refined. Ste. Coop; Graines and Huiles, 12, Beddenstraat, Antwerp. WTD 7/10/56 I.R. 302.

301 Tires, Tubes

MOROCCO—Automobile, truck tires. Direct purchase and agency. French Cars, Ltd., (importer, wholesaler, retailer), 4/8 Trafalgar Rd., Gibraltar. WTD 6/24/63.

PAKISTAN—Tires, tubes for automotive vehicles and tractors of all types. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

Automobile, truck, bus tires, tubes. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

306 Fabricated Rubber Products

NORWAY—Synthetic latex. M. Larsen Krogh en & Co., A/S, (manufacturer's agent), 4 Jernbanetorvet, Oslo. WTD 10/16/62.

SOUTH AFRICA—Lifesaving clothing, waterproof garments, vulcanized, rubber; personal safety devices: diving suits, life vests, jackets; requests replies from manufacturers only. Direct purchase and agency. Jack Lemkus Sports, Pty., Ltd., (importing distributor), 46 St. George's St., Cape Town. WTD 5/7/62.

307 Plastics Products

★★ BELGIUM—Trade Mission

New plastic coating applications if competitive with paint. Usines de Keyn Freres S.A., 27 Rue aux Choux, Bruxelles. WTD 4/6/61 I.R. 248.

Plastic wall, floor tiles. Ets. Dimarop S.P.R.L., Van Leriusstraat, 10, Antwerp. I.R. 349.

Original designs in finished plastic products for 1) plumbing fittings; 2) plastic bottles, containers; 3) any other original product for commercial use or for special laboratory use. Ets. G. J. Willems s.p.r.l., 705 Chaussee de Waterloo, Brussels 18. I.R. 41

Manufacturer desires rubber, reinforced rubber hose for high-temperature and high pressure use. Also Vinyl-asbestos floor tile. International Rubber S.A., 37, rue de la Station, Lembecq-Hal. WTD 8/2/60 I.R. 240.

Plastic, other building materials desired by importer for construction industry in the Benelux. N. V. Van Oorschot & Wijckmans, Kipdorp 21, Antwerp. I.R. 307.

FRANCE—Wall, floor coverings; requests replies in French. Direct purchase and agency. Torginol France, (manufacturer), 19 ave. Parmentier, Paris 11e.

Plastic (polyvinyl chloride) coated textiles for the shoe industry; requests replies in French. Societe Sicomon, (manufacturer), 9 rue de Normandie, Paris 3e.

SOUTH AFRICA—Plastic. City Hardware, (importing distributor), P.O. box 1047, Cape Town.

SWITZERLAND — Printed vinyl fabrics, semi-translucent, non translucent; sample of material desired available on loan basis from the Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, D.C., 20230, (Telephone: WO 7-4674). Maron & Co., AG., (manufacturer), Romanshorn, TG. WTD 6/13/63.

310 Leather, Leather Products

SWEDEN—Shoe manufacturing materials. Direct purchase or agency. AB Rud. Nystrom & Co., (wholesaler, agent), 6 Lilla Branneri gatan, Boras. WTD 7/3/63.

311 Leather Tanning, Finishing

★★ BELGIUM—Trade Mission

Textile importer desires suede leather, tanned australian lamb for use in manufacturing clothing. Arnold Van den Berg Cy S.A., 107, rue de Brabant, Brussels. WTD 2/3/62 I.R. 32.

Manufacturer of outer garments desires to buy skins direct from tannery. Any animal hides, suede leather. Belaco s.p.r.l., 9, rue Gheude, Bruxelles 7. WTD 5/5/63 I.R. 254.

314 Footwear, Except Rubber

BAHRAIN—Shoes; men's, women's, children's of various kinds. Khalil Abdulla & Sons, (importer, retailer, wholesaler, commission agent), P.O. box 170, Bab al Bahrain Rd., Manama. WTD 5/12/63.

★★ BELGIUM—Trade Mission

Wholesaler wants U.S. shoe lines, especially interested in children's orthopedic shoes. Mr. Jim Vivegnis, 9, rue St. Adelbert, Liege. I.R. 109.★

JAPAN—White buckskin shoes with rubber soles, sizes 7½-8, C-D for teen-age boys, girls; requests catalogues and fas New York prices. Swire & MacLaine, Ltd., (importer, exporter), R/No. 810 Togin Bldg., No. 2 1-chome, Marunouchi, Chiyoda-ku, Tokyo. WTD 1/31/63.

NETHERLANDS—All types of men's, women's dress, sport shoes. Gebr. Frank & Co., (importing distributor), 32 Kabelweg, Amsterdam. WTD 6/18/63.

317 Handbags, Personal Leather Goods

★★ BELGIUM—Trade Mission

Small novelty leather items—wallets, briefcases, for distribution by importer. Tannerie De Fresin S.A. Fresin. I.R. 235.★

321 Flat Glass

● **GREECE**—Bent white polished plate panes, 54, all 7 mm. thick, height range 915 mm. to 1560 mm., inside chord 720 mm. to 910 mm., inside depth 34 mm. to 90 mm., inside radius 948.18 mm. to 2057.53 mm. Bid deadline August 5, 1:00 p.m. Supreme Supply Committee, Ministry of National Defense, Paparrigopoulou St. No. 2, Athens. (Telephone: WOrth 7-4387).★

MALAYA—Building glass; window glass of 2 mm., 3 mm., 4 mm. thickness, heavy glass of 5 mm., 6 mm., 8 mm. thickness; figured rolled glass (colored) 3/16" & 1/8" thickness; figured rolled glass (clear) 3/16" & 1/8" thickness; heatproof glass 3/16" thickness; laminated sheet glass 1/4" thick (clear); laminated sheet glass 1/4" thick (colored); requests catalogs and price quotations c&f or cif Penang on l/c terms. Phillips, (Far East), Agencies, (importer, exporter, wholesaler), 3 Krian Rd., Penang. WTD 6/18/63.

322 Glass, Glassware

LUXEMBOURG—Glass construction blocks for home and industrial use; requests replies in French. Abico S.a.r.l., (importer, agent), 76, rue d'Anvers, Luxembourg. WTD 12/17/62.

MALAYA—Glassware (various sizes); decorated tumblers, plain tumblers, water jugs, wine glasses, cut glass tableware, ash trays; requests catalogs and price quotations c&f or cif Penang or l/c terms. Phillips, (Far East), Agencies, (importer, exporter, wholesaler), 3 Krian Rd., Penang. WTD 6/18/63.

NICARAGUA—Glass milk bottles, one qt.; requests replies in Spanish. Representaciones Epsa, (representative), Enrique Pereira, S.A., 2da. Ave. S.O. No. 307, Managua, D.N. WTD 11/9/62.

SOUTH AFRICA—Glass. City Hardware, (importing distributor), P.O. box 1047, Cape Town.

SPAIN—Unbreakable glassware; ornamental glassware; requests replies in French or Spanish. Jacob Benhamu Benarroch, (importer, wholesaler, retailer, commission agent), Lopez Moreno 10, Melilla.

325 Structural Clay Products

FRANCE—Ceramic, earthen tiles for construction projects. Direct purchase and agency. Ets. Martinon-Comex, (importer, dealer), 27 rue Joubert, Paris 9e. WTD 5/17/63.

326 Pottery

SOUTH AFRICA—Earthenware; cooking, kitchen utensils of stainless steel, vitreous enamel. City Hardware (importing distributor), P.O. box 1047, Cape Town.

327 Gypsum Products

■ **KOREA**—Raw gypsum rock, crushed, max. size 4" dia., to dust, 94% purity, So3, 44.7%, approx. 2,730 mt., Fob country of origin. C&F Pusan, U.S. flag vessel. Ref. No. FFO-SAI-3-627. Tong Yang Cement Mfg. Co., Ltd., 140, Pukchang-dong, Chung-ku, Seoul. SBC-273.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

★★ BELGIUM—Trade Mission

Anthracite, bituminous coal, domestic, foundry coke desired for direct import c.i.f. to Antwerp and Rotterdam. Quotations desired as soon as possible for delivery July, August, September in cargos of 3000 to 5000 tons. Specifications: volatile-14/18%, moisture-5/8%, ash-0.05%, fixed carbon-9, calories-7.800, density-700/750 kg./m3, size-2 x 0. J. H. Cobbaut, 6, rue des Ateliers, Charleroi. I.R. 25.★

NORWAY—Insulation materials against heat and cold for roofs, ceilings, walls, floors of housing and commercial buildings; requests replies from manufacturers only. Christian Berner A/S, (manufacturer's agent), 2 Kongensgate, Oslo. WTD 8/31/62.

PAKISTAN—Refractories: manufacture of glassware; fire bricks. National Glass Works, (manufacturer), Murree Rd., P.O. box 43, Rawalpindi, WTD 6/26/63.

331 Steel Mill Products

★★ BELGIUM—Trade Mission

Special types of stainless, other alloy steels, eg. titanium, silicon, tungsten alloys desired by manufacturer. Shapes such as tubes, rods, profiles, coils, latter in thickness below 5 mm. S.A. Aciers Hamal-Nandrin, 5-11, rue Douffert, Liege. I.R. 2.

■ **INDIA**—Mild steel flats; m.s. rounds; m.s. bar angles; m.s. structural angles; m.s. square bars, total 32 items, various sizes. Total quantity, 552.2526 mt. Loan No. 217. Reference No. CSP/B/5336. U.S. source. Bid deadline August 8. Hindustan Shipyard, Ltd., 82/83 Church Rd. Hutments, New Delhi. Cable: SHIPYARD.★ SBC-260.

IVORY COAST—Sheet metal used in the manufacture of tin cans, other kinds of metal packaging; principally tin plate, black iron, sheet steel, printed or not: requests replies in French. Mecanembal-Societe Africaine d'Emballages Metalliques, (manufacturer), B.P. 742, Abidjan. WTD 6/17/63.

■ **KOREA**—Magnesia clinker, specification mgo, 85% up, 120 mt. c&f Pusan, by U.S. or non-U.S. flag vessel. Bid deadline August 5. Ref. No. FFO-SAI-3-641. Pusan Steel Co., Ltd., No. 126, Na'kim-Dong, Douglai-Ku, Pusan. SBC-264.

■ Ferro manganese, protage 75 up, 70 mt.; ferro silicon, protage 75 up, 70 mt. c&f Pusan, by U.S. or non-U.S. flag vessel. Ref. No. FFO-SAI-3-640. Pusan Steel Co., Ltd., No. 126, Na'kim-Dong, Donlai-Ku, Pusan.

■ Ferro silicon, 75% up, 60 mt.; ferro manganese, 75% up, 20 mt. fob price c&f Pusan, U.S. flag vessel. Ref. No. FFO-SAI-3-639. Kum Shin Industrial Co., Ltd., No. 51, 1-Ka Chung Mu-Ro, Chung-Ku, Seoul., central P.O. box No. 445.

Both above are for PA#489-901-356-3202. Limited worldwide (901). Bid deadlines August 5. SBC-264.

MADAGASCAR—Machine for transforming black iron sheets into galvanized iron sheets, with complete materials, raw materials, including black iron sheets and chemical products for this transformation; 40 hr. per wk. working capacity, annual production of 8000 mt.; requests catalogues, illustrated descriptive sales literature with price lists; requests replies in French. Direct purchase and agency. Amarsy Freres, (importer, retailer, sales agent), Avenue Augagneur, Tananarive. WTD 6/6/63.

MEXICO—Stainless steel tubes, both welded and seamless; also sheets, bars and other semi-manufactures of stainless steel; commission agent. Direct purchase and agency. ALS, S.A., (manufacturer, representative, wholesale only), Avenida Juarez 42, Edificio D, Sexto Piso, Mexico 1, D.F.

● **NEW ZEALAND**—Steel rails, 91 lb., 42 ft. lengths, 13,000 lt.; bedplates, 91 lb., 200,000; rail clips, 1,500,000; fishplates, 70 lb., 50,000; screwspike spring washers, 1,500,000. Reference 63/38, bid deadline August 14. New Zealand Government Railways, Comptroller of Stores' Office, P.B., Wellington, C.I. Copies of drawings and relevant specifications may be inspected at the office of the New Zealand Government Senior Trade Commissioner and Commercial Counsellor, 1145 19th St., NW., Washington, D.C., 20036.

PAKISTAN—Silicon steel: sheets for motor and transformers 26 s.w.g. Direct purchase and agency. A. Rehman and Co., Ltd., (manufacturer, importer), Czernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

Silicon steel: sheets 18-28 s.w.g. Direct purchase and agency. Rehman Automobile and Electric Works, (manufacturer, importing distributor), Ahmad Manzil, Mesham Lea Rd., Karachi 3. WTD 5/27/63.

332 Iron, Steel Foundries

PAKISTAN—Angles: 20x20x3 to 80x80x10 mm.; 40x60x6 to 75x55x9 mm.; ¾"x¾"x⅛" to 3"x3"x⅜" unequal; tees: 50x40x3 mm.; 1"x1"x⅛"; 3½"x3½"x⅜"; channels: 40x 20x5 to 100x50x6 mm.; 20x80x20x3 to 40x 44x40x3 mm.; 20x80x20x9 to 40x50x40x9 swg; 20x80x20x10 to 40x50x40x10 swg; 40x 50x20x11 to 40x50x40x12 swg; flat steel: 8x2 mm.; 90x5 mm.; ⅜"x1/16"; 2½"x5/16"; round steel: 5 mm. dia.; 115 mm. dia.; 5/16" dia.; 2" dia.; round steel shaft: 36mm. dia.; 70mm. dia., pig iron: for foundry; pipe steel: ½" dia; to 2" dia.; 38/48 mm. and 96/102 mm.; pipe g.i.: ¼" dia. to 2" dia.; steel sheet: 0.5 mm., 40 mm., 9 swg, 18 swg; ⅛" ½"; steel sheet (deep drawing) 1 mm., 3 mm., silicon steel (hot rolled) 0.38 mm.m-14; silicon steel (cold rolled) m-5; m-6; silicon steel (hot rolled, in coils) 190 mm.; 325 mm. Pak Elektron, Ltd., (manufacturer), Ferozpur Rd., P.O. box 524, Lahore. WTD 6/14/63.

Pig iron, for foundry. Direct purchase and agency. A. Rehman and Co., Ltd., (manufacturer, importer), Czernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

M.s. sheets, tin plate sheets. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

Pig iron: silicon 3.01 to 4.50%; carbon 3 to 4.50%; sulphur 0.05 max; phospherous 0.5 max; manganese 1.25 max.; g.i. sheets 20-30 b.s.g.; m.s. sheets 10-30 b.s.g.; m.s. plates ⅛" to 2" thickness m.s. wire 6 to 15 b.w.g. Alwis Ltd., (manufacturer), 54 Railway Rd., Lahore. WTD 6/28/63.

PHILIPPINES—Galvanized iron water pipes, sizes ranging from ½" to 3". Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

■ **TUNISIA**—Cast iron pipe, fittings, various quantities, for the extension and improvement of the water distribution in sfax. Loan No. 664-H-012. U.S. source. Bid deadline August 15 (not the one shown on specifications). Invitation No. AID-TD-63-1. Detailed specifications, invitation to bid, additional information may be obtained from the Embassy of Tunisia, 2408 Massachusetts Ave., NW., Washington, DC., or The Tunisian Trade Office, 543 Madison Ave., New York 22, NY. SBC-260.

333 Primary Smelting, Refining of Nonferrous Metals

■ **KOREA**—Zinc slabs, 99.99% min., coating not over 0.007% lead, 0.005% iron, 0.005% cadimium, not aluminum, approx. 30 mt. C&f Inchon or Pusan or cif, U.S. flag vessel. Quotation to show fob price and freight, basis U.S. flag vessel. Ref. No. FFO-SAI-3-638. Yung Sin Steel Co., Ltd., 12-18 Ha-Wang, Ship-Ri, Sung-Dong-Ku, Seoul.

■ Zinc slabs, special high grade, 99.99% min, about 35 mt. C&f or cif Pusan, 100% U.S. flag vessel. Kuk Dong Steel Co., Ltd., 126 Nakim-Dong Donglai-Ku, Pusan. FFO-SAI-3-637.

Both above are for PA#489-901-356-3202. Limited world wide (901). Bid deadlines August 5. SBC-264.

PAKISTAN—Aluminum ingots. Pak Elektron, Ltd., (manufacturer), Ferozpur Rd., P.O. box 524, Lahore. WTD 6/14/63.

Gun metal—85/s/s; white metal; crucibles graphite size No. 20 to 80; brass pipes 1"-3". Alwis, Ltd., (manufacturer), 54 Railway Rd., Lahore. WTD 6/28/63.

PHILIPPINES—White lead. Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

334 Secondary Smelting, Refining of Nonferrous Metals

PAKISTAN—Tin ingots. Direct purchase and agency. Rehman Automobile and Electric Works, (manufacturer, importing distributor), Ahmad Manzil, Mesham Lea Rd., Karachi 3. WTD 5/27/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

★★ BELGIUM—Trade Mission

Copper products—billets, cathodes for tubes, brass products; finished and semi-finished aluminum sheets, strips, bars, tubes; structural (aluminum and alloys) window frames, aluminum wall panels. Sidal S.A., 8, avenue Palmerston, Bruxelles. WTD 5/63 I.R. 237.

Steel mill handling equipment wanted by exporter of steel mill products. Ets. Paquet-Lardinois s.p.r.l., 4, Rue de l'ecuyer, Brussels. I.R. 99.

● **INDIA**—Supply of 15,700 ft. of No. 6 awg, 19-strand single conductor unshielded at 3000 volts, airport cables with 8/64" butyl rubber insulation and 45 mils jacket to spec. f.a.a. L-824 56 connector kits type 54 esna, 2 jointing tools consisting of pencilling knife and crimping tool for connectors, 10 rolls of ¾" neoprene cable adhesive. Tender No. SE-616, bid deadline August 28. Superintending Engineer, Bombay Electrical Circle, C.P.W.D., New Delhi. Specifications available India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. One copy of tender documents is available for reference only in Copper Div., Rm. 4806, Department of Commerce, Washington, D.C. (Telephone: WOrth 7-2162).

● **NEW ZEALAND**—Supply, installation of two 3-phase 33kv. cable circuits with a combined route length of approx. 1125 ft. to-

gether with outdoor terminations, accessories, spares. Tender No. 424 (21/46/100), bid deadline September 24. Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington.★ (Telephone: WOrth 7-2162).

PAKISTAN—Wire (electrical): enamelled copper wire for motor and transformer winding. Direct purchase and agency. A. Rehman and Co., Ltd., (manufacturer, importer), Czernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

Wire: insulating winding copper wire 28, 29, 30, s.w.g.; aluminum sheets. Direct purchase and agency. Rehman Automobile and Electric Works, (manufacturer, importing distributor), Ahmad Manzil, Mesham Lea Rd., Karachi 3. WTD 5/27/63.

Copper flat: 1.4 x 10 mm., 120 x 10 mm., 1" x 3/16", 23/8 x 3/16"; copper strip: 0.2 x10 mm., 0.4 x 60 mm.; copper round: 7 mm. dia., 25 mm. dia.; round copper wire paper insulated: 0.50/0.80 mm., 9/13 mm.; flat copper wire paper insulated: 1.4x 4.5 mm., 6 x 12 mm.; enamelled copper wire: 0.30 mm., 1.80 mm. Pak Elektron, Ltd., (manufacturer), Ferozpur Rd., P.O. box 524, Lahore. WTD 6/14/63.

Wire and cables; v.i.r., p.v.c. for domestic wiring. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

Non-ferrous metals: (for use in printing and engraving plant); copper; brass; aluminum; lead; tin: high polished process engraving sheet size 22" x 28", 16 bwg; sheet size 14" x 48", 36 gauge, for making name plates or in rolls 14" width, 36 gauge; ingots (aluminum, lead, tin). Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

Zinc: sheet, plates, ingots (for use in printing and engraving plant): high polished process engraving sheet size 500 mm./1000 mm., 16 bwg; printing plates in assorted sizes 25 and 26 bwg; ingots. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

● **SUDAN**—Cable 2 wire, 10 lb. (0.025") twin flat, 50,000 yd.; and cable 3 wire, 10 lb. (0.025"), 35,000 yd. both overlapped with rubbered tape and lead sheathed; tender No. 149, bid deadline August 26. Ministry of Communications, Dept. of Posts and Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: WOrth 7-2162).

● **TUNISIA**—Supply, construction of 150 kv. line connecting Msaken to Sfax. Bid deadline September 30. Society Tunisienne de S'Electricite et du Gay (STEG), 38 Rue de Besancon, Tunis. Tender documents in French.★ (Telephone: WOrth 7-2162).

336 Nonferrous Foundries

PAKISTAN—Brass sheets, rounds, bars. Pak Elektron, Ltd., (manufacturer), Ferozpur Rd., P.O. box 524, Lahore. WTD 6/14/63.

339 Primary Metal Industries

★★ BELGIUM—Trade Mission

Ferrous, non-ferrous metals, aluminum, copper sought by importer. Pierre Loicq, 1, rue Kattebroeck, Dilbeek-Brussels. WTD 11/16/61 I.R. 49.

Steel sheet rods, tubes, bars, plates, specialties. Also titanium, copper wires for all conductors, stainless steel sheet, plates, bars, rods. Ets. Michaux, 528 Ave. Brugmann, Brussels. I.R. 6.

342 Cutlery, Hand Tools, General Hardware

★★ BELGIUM—Trade Mission

Owner of non-ferrous metals foundry wants to purchase door locks, revolving door pivots, pneumatic door closing devices, also control knobs for television sets, refrigerators. S.A.C.A.B., 7, Ave. Emmanuel, Machelen. WTD 3/28/63 I.R. 131.★

FRANCE—Painters' tools, especially of a novel character; requests replies in French; direct purchase and agency. Ets. D. Lelluch & Cie-Christicolor, (importer, dealer), 56 rue de Malte, Paris 11e.

All kinds of hardware items. Direct purchase and agency. Ets. Martinon-Comex, (importer, dealer), 27 rue Joubert, Paris 9e. WTD 5/17/63.

KENYA—Cutlery. Chandrakant and Co., (importer, manufacturers' representative), P.O. box 5770, Nairobi. WTD 5/28/63.

NETHERLANDS—Handtools, accessories for garages. N.V. v/h Heck & Co., (importing distributor), 54 Scheepmakershaven, or Postbus 391, Rotterdam. WTD 6/30/62.

All types of hardware, handtools. J.A.M. Burgman & Zonen N.V., (importing distributor), 3-5 Helling, Utrecht. WTD 6/11/63.

PAKISTAN—Nuts, bolts, hinges, locks, handles, screws. Direct purchase and agency. Asian Agencies, Ltd., (importing distributor, commission merchant), 32 Commercial Bldg., The Mall, Lahore. WTD 6/19/63.

PHILIPPINES—Builders' hardware, locksets, door closers, chain bolts, foot bolts, pivoted door hinges, padlocks; hand tools—shovels, spading forks, wheelbarrows, wood planes, wood augers, chisels, saws, painter's brushes, hammers. Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

SPAIN—Hand saws. Garay, Hernani y Compania, S.A., (importer, dealer, exporter, commission merchant), 18, Henao, P.O. box 322, Bilbao. WTD 6/28/63.

TRUCIAL STATES—Scissors for tailoring purposes. Daai & Co., (importer, wholesaler, commission agent), P.O. box 506, Dubai. WTD 4/30/63.

343 Heating Apparatus, Plumbing Fixtures

★★ BELGIUM—Trade Mission

Sanitary supplies such as bathroom fixtures, toilets, toilet seats, similar products. Also plumber supplies for direct import. Dezo, Oosterveldlaan, 215, Antwerp. I.R. 306.

Heat transfer, oil operated boilers for industrial and domestic use wanted by manufacturer for purchase and eventual licensing. Fopona S.A., 66, rue du Pont Neuf, Machelen, Brabant. I.R. 9.

PAKISTAN—Central heating system for theater with seating capacity of 500-700; 200/220 or 400/440 volts, 50 cycles single and 3 phase a.c. Capt. Mohammad Akbar and Co., (manufacturer, importing distributor), Urdu Bazar, Rawalpindi. WTD 6/24/63.

SPAIN—Components for oil burners, water heaters. Talle Mecanico "Galicia," (metal-working shop), Avda. del Generalisimo 306, El Ferrol del Caudillo. WTD 6/11/63.

344 Fabricated Structural Metal Products

★★ BELGIUM—Trade Mission

Pivoting aluminum windows, both vertical and horizontal; stainless steel strapping for insulation, block binding. S.A. Fourisol, Jules Moretuslei, 586, Wilrijk. WTD 1/9/62 I.R. 264.

Tanks, storage facilities constructed on site, steel towers and water filtration equipment sought by exporter of steel mill products. Ets. Paquet-Lardinois s.p.r.l., 4, rue de l'Ecuyer, Brussels. I.R. 99.

FRANCE—Door frames. Direct purchase and agency. Ets. Martinon-Comex, (importer, dealer), 27 rue Joubert, Paris 9e. WTD 5/17/63.

PHILIPPINES—Metal plumbing fixtures—lavatories, standard water closets, urinals, shower heads, floor drains. Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

346 Metal Stampings

SOUTH AFRICA—Earthenware; aluminum, tinware. City Hardware, (importing distributor), P.O. box 1047, Cape Town.

349 Fabricated Metal Products

■ **GREECE**—30" rubber seated butterfly valves, 16; same except 24". Tender No. 920. Reference No. 278. Limited worldwide (898). PA#240-700-898-221-2202. Bids to be in triplicate; deadline August 12. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-271.

SWEDEN—Valves, fittings for petroleum, gas, water, steam, acids. Direct purchase and agency. AB Broby Armaturfabrik, (manufacturer, agent), Broby. WTD 6/21/63.

351 Engines, Turbines

ISRAEL—Small, air-cooled diesel engines with governor suitable for industrial use; maximum engine speed 1,500 r.p.m.; size may vary from 2-25 b.h.p.; electric starter desired; also kerosene engines for concrete mixers, electro-magnetic clutch couplings. W.L.M. Concrete Mixers, (manufacturer), 11 Ben Avigdor St., Tel Aviv.

NORWAY—Outboard motors, particularly in the range of 10-75 hp., requests replies from manufacturers only. Ancas A/S, (manufacturer), 2 Prinsensgate, Oslo.

PAKISTAN—Diesel engine spare parts: horizontal atomizers. Alwis, Ltd., (manufacturer), 54 Railway Rd., Lahore. WTD 6/28/63.

PHILIPPINES—Motors for bicycles. Direct purchase and agency. Patria Trading & Cycle Supply, (importer, wholesaler, retailer, assembler), 63-B Buendia, Makati, Rizal, Box 1025, Manila. WTD 7/3/63.

SOUTH AFRICA—Outboard motors; requests replies from manufacturers only. Direct purchase and agency. Jack Lemkus Sports, Pty., Ltd., (importing distributor), 46 St. George's St., Cape Town. WTD 5/7/62.

352 Farm Machinery

■ **INDIA**—Agricultural equipment for use in poultry developments, 39 items, such as, scalder, picker, automatic electric motor, feather hood, giblet wrapping table, giblet ac-

cumulating table. Limited worldwide (901). PIO/C No. 386-A-13-AC-9-30215. Tender No. B-1121. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, where specifications and conditions may be obtained. SBC-271.

PAKISTAN—Tractors for agriculture; with tractor's spare parts. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

Agricultural tractors, spares. Direct purchase and agency. Kandawalla and Co., Ltd., (importing distributor), 71, The Mall, Lahore. WTD 6/10/63.

SAUDI ARABIA—Spare parts for agricultural equipment. Agricultural Development Corp., (importing distributor), P.O. box 1039, Jidda. WTD 7/10/63.

SOUTH AFRICA—Lawnmowers with a 30 in. cut powered by ⅞ hp. gasoline motors; requests replies from manufacturers only. City Hardware, (importing distributor), P.O. box 1047, Cape Town.

353 Construction Machinery

★★ **BELGIUM—Trade Mission**

Material handling equipment for sand, gravel plants, rock crushing desired by manufacturer. S.A. At. Delbecque et Fils, Seilles. I.R. 243.

Conveyor systems or heavy rolling stock such as road building equipment, bulldozers or graders desired by manufacturer who will act as agent or licensee. Societe Gregg d'Europe, Ave. Huysmans 53 II, Lot. WTD 1/3/50 I.R. 95.

Concrete block-making machinery, construction equipment desired by manufacturer. Ets. Dimarop s.p.r.l., Van Leriusstraat, 10, Antwerp. I.R. 349.

Electric hoists, conveyors, coal, coke handling equipment sought by importer. Fabima, Manutention, 61, Ave. C. Montald, Brussels. I.R. 84.

■ **INDIA**—Batching plants, two; pump crate machine with agitator tanks and conveyors and pneumatic placers, six; 5½" electric vibrators, six; concrete bucket, 4 cyd., two; guniting machines, two; grouting machines, two; crushing plants, two. U.S. source. Bid deadline August 20. Directorate General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi 1. Cable: DEVSUP, New Delhi. Tender No. S/PROJ/3067-P/I. Tender forms and specifications of requirements may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

■ Drifter, heavy or light types, 72 no.; wagon drill, 4 no.; rock bolters, 15. U.S. source. Ref. No. D/ENQ/722. Project/3065-P/I. Bid deadline August 21. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Tender forms, including specifications may be obtained for $2.10 each from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-263.

IRAN—Freight elevator to transport freezers, refrigerators, other heavy appliances; capacity of 500 kg. able to raise and lower that wgt. a distance of 3 m. and 69 cm.; motor, other machinery should be located below the installation; the cavity in which the installation must fit is one m. 23 cm. long, 89 cm. deep, and 3 m. 69 cm. high; motor should be electrical and operate on 220 volt, 50 cycle, one phase current. Hadji Mir Ibrahim Nikdell and Sons, Ltd., (importer, jobber, wholesaler), Corner of Ferdowsi and Pahlavi Aves., Tabriz. WTD 1/9/63.

LUXEMBOURG—Steel loading, unloading platforms for installations at industrial sites; adjustable to different truck bed levels. Direct purchase and agency. ABICO S.a.r.l., (importer, agent), 76, rue d'Anvers, Luxembourg. WTD 12/17/62.

MOZAMBIQUE—Spare parts, accessories for heavy duty trucks and machinery used in highway construction. Sociedade Comercial, Lda., (importer, agent), Predio Scala, 1°, Nos. 10/12 or P.O. box 1044, Lourenco, Marques. WTD 2/20/62.

NETHERLANDS—Drive chains for use on forklift trucks and rigs in oilfields. Copy of chart showing type of chain desired is available on a loan basis from the Commodity Export Promotion Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington, DC., 20230. (Telephone: WO 7-4674). N.V. Mij. Nagtegaal, (importing distributor), 3 Sophialaan, Hilversum.

PAKISTAN—Earthmoving machinery, equipment. Direct purchase and agency. Kandawalla and Co., Ltd., (importing distributor), 71, The Mall, Lahore. WTD 6/10/63.

Bulldozers; medium and large sizes. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

Earthmoving machines, cranes, tractors, trailers, hoisting machines, road rollers. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

■ Construction equipment, generators, motors, compressors, tractors, vessels. Changes in original tender. Bid deadline August 9. Tender No. AID/391-H-056/1. Loan No. 391-H-056. U.S. source. East Pakistan Water & Power Development Authority, Directorate of Purchases, Wapda House, Dacca.★ SBC-275.

PHILIPPINES—Construction equipment; logging machinery, equipment, supplies. Rafael C. Aquino Trading, (importer, wholesaler, retailer, exporter, manufacturer, producer), 612 Roman R. Santos Bldg., Plaza Goiti, Manila. WTD 6/24/63.

■ **SUDAN**—Tired bulldozer and rooter tractors; special tools for heavy earth moving tractors; tired motor scrapers; electric lighting plant; self-contained gasoline driven battery charging unit, four items. Tender No. C/18. PIO/C No. 650-N-61-AA-9020265. U.S. source. Bid deadline August 6. Republic of Sudan, Commercial Manager, Dept. of Agriculture, P.O. box 285, Khartoum. SBC-265.

● **TASMANIA**—Supply of guy derricks, high-lines, tower cranes suitable for excavation and concrete placement on major dam construction. In addition to new equipment, used or reconditioned equipment meeting specifications and warranty may be considered. Tender No. S.2043, bid deadline October 18. The Hydro-Electric Commission, G.P.O. box 355, Hobart. General announcement, conditions of contract, drawings, giving details on sites equipment to be used, may be inspected in ACME Division, BDSA, Rm. 4025, Department of Commerce, Washington, DC., 20230.

● **TURKEY**—Crawler type tractor shovel-loaders, 32; diesel power, 1½ cu. yd. bucket capacity. List of recommended spare parts, est. two-yr. requirement. Tender No. 63-10T-48, bid deadline August 6. DSI Genel Mudurlugu, Makima ve Ikmal, Dairesi Reisligi, Ankara.★ (Telephone: WO 7-5566).

VENEZUELA—Drilling, production machinery, equipment for the petroleum industry. Pretecca—Precision Technologica C.A., (importer, wholesaler, retailer), No. 116-142 Callejon Santa Rosa, Av. Los Haticos, Maracaibo. WTD 4/23/63.

354 Metalworking Machinery

FRANCE—Double disc grinding machine; requests replies in French. Etablissements J.M. Chauquet "D.A.A.G.," (importer), B.P. 11, Usine de la Mariniere, Scionzier (Haute-Savoie). WTD 7/1/63.

■ **INDIA**—Various equipment, consisting of a wire drawing machine, spooler, electro-annealer, rod butt welder, concentric bunchers, high speed tubular type strander, rigid frame strander line, hot dip tank tinner line, lux pot, cooling tank, plastic extruder, control cabinet, spark tester, vacuum hopper dryer, tungsten carbide die polisher machine, tensile test equipment, voltage test equipment. Amount: Rs. 2,375,000. Loan No. 157. U.S. source. Bid deadline August 15. Traco Cable Co., Ltd., P.B. No. 92, Mahatma Gandhi Rd., Ernakulam. Reference No. 4(265)/63-AID.II. Import license No. 978662/DLF-157/62/HQ/CG.IV. One copy of quotation shall be furnished to M/s. Kelsey Engineering, Ltd., P.B. No. 204, North Vancouver, BC., Canada. Single copies of detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2120, Barton Hall, Ohio Dr. & Independence Ave., SW., Washington, D.C.★ SBC-275.

ISRAEL—Metalworking machinery; requests replies from manufacturers only. Palama Automobile and Engineering Supplies, Ltd., (Importer), 121 Herzl St., P.O. box 2978, Tel Aviv. WTD 6/27/63.

Electric hand tools. Direct purchase and agency. M. Kahane Co., (importer, wholesaler, agent), 44 Yona Hanavi St., P.O. box 4735, Tel Aviv.

NORWAY—Machine tools for metal working in engineering workshops, shipyards, such as lathes, milling, grinding machines, threading, drilling machines; also tools for the maintenance of such equipment: requests replies from manufacturers only. Viggo Lund A/S, (manufacturer's agent), 2 Sehestadsgate, Oslo. WTD 10/25/62.

NETHERLANDS—Band saw blades from 3 to 25 mm. wide, on rolls, for metalworking industry. Firma Germa, (importing distributor), 33 Oldenzaalsestraat, Hengelo.

PAKISTAN—Machine tools: boring mills, presses, milling machines, metal working machines for mechanical workshop. Direct purchase and agency. A. Rehman and Co., Ltd., (manufacturer, importer), Czernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

Grinders: special types; cutting, shaping metal working tools (for use with 220-440 v 50 cycles a.c.). Alwis, Ltd., (manufacturer), 54 Railway Rd., Lahore. WTD 6/28/63.

PHILIPPINES—Reboring machine capable of re-boring steel molds with inside dia. of 3" to 24"; equipment for detinning and baling tinplate scrap. Filipino Pipe and Foundry Corp., (producer), Hulo, Mandaluyong, Rizal; box 1329, Manila. WTD 6/8/62.

SINGAPORE—Drum closures for 45-46 gal. metal oil drums; in regular quantities. Clyde International, Ltd., (electrical, mechanical engineering consultant, contractor, sales indent agent), 403 Shaw House, Orchard Rd., Singapore 9. WTD 1/4/63.

SPAIN—Band saws; rapid steel boring bits; measuring tapes. Garay, Hernani y Compania, S.A., (importer, dealer, exporter, commission merchant), 18, Henao, P.O. box 322, Bilbao. WTD 6/28/63.

355 Special Industry Machinery

★★ BELGIUM—Trade Mission

Paper-making equipment for cups, ice cream containers, containers for other food products sold in dispensing machines. Papeteries de Virginal, Virginal (Brabant). WTD 3/3/59 I.R. 1.

Envelope-making machinery of latest type. ETs., Legast, Soignies. WTD 10/62 I.R. 71.

New machines for electronic heat seating, welding, joining of thermoplastic materials such as cellophane, polyethylene, polyvinyl chloride, for joining paper forms to make sets. Matindus (Plastiques), 98 rue des Pres Communs, Neder Over Hembeek. WTD 10/1/57 I.R. 96.

Circular saws with abrasive or carbide tips for large stone cutting, marble blocks, slabs. WTD 10/4/61 I.R. 90.★

● **BURMA**—Textile testing equipment for a factory with 40,000 spindles, 800 looms, also for three factories each with 20,000 spindles, 400 looms, for 220 v, single ph., 50 cycle a.c. current. Tender No. T.M.M.C. 2/63, bid deadline August 10. The Chairman, Textile Mills Management Committee, I.D.C. Estate Kamayut, Rangoon.★ (Telephone: WOrth 7-5589).

INDONESIA—Quotations, catalogues on wire weaving looms, new or reconditioned; wire machinery to make hexagonal poultry netting, new or reconditioned. Hok Wan Trading Co., (manufacturer, importer, exporter), 85 Kjl. Kembang Djepun, Surabaya.

Machinery, process formulas, or licenses to manufacture foods or plastics which use hydrochloric acid as the principal raw material. Perusahaan Negara Soda, (manufacturer), Waru, Surabaya. WTD 2/21/63.

IRAQ—Component parts for air coolers; program of work and list of machinery is available on a loan basis from: Trade Opportunities Section, BDSA-111, Rm. 4317, Department of Commerce, Washington, DC., 20230. (Telephone: WO. 7-4674). Hilal Industrial Co., (manufacturer), W.L.L., Mirjan Bldg., South Gate, Baghdad. WTD 7/1/63.

ISRAEL—Machinery, equipment necessary for an olive processing and packing plant with annual capacity of 2,000 mt.; machinery, equipment for a date processing and packing plant with annual capacity of 500 mt.: offers for the olive project should include proposals regarding factory layout and types of containers most advantageous for the processed product. Regional Enterprises Bikat Beth Shean, Ltd., (corporation operating industrial enterprises in cooperative farms), Beth Shean.

IVORY COAST—Semi-automatic machinery for making oil drums, capacity 210 l., oil cand, capacity 20-50 l.; requests replies in French. Mecanembal Societe Africaine d'Emballages Metalliques, (manufacturer), B.P. 742, Abidjan. WTD 6/17/63.

JAPAN—Fully automatic yarn ball forming, labeling machines for 10 gr., 20 gr., 50 gr., and 100 gr. yarn balls; fully automatic machines for yarn winding and wrapping with cellophane on a paper spool for 50 yd., 60 yd., and 80 yd. spools. Daiei Kigyo Kaisha, Ltd., (importer, exporter), Central P.O. box 295, 2-1 Togiyacho, Naka-ku, Nagoya. WTD 8/24/62.

MOROCCO—Machinery for recapping tires; requests replies in Spanish. Abdeluahed Ben Chacron, (importer, wholesaler), 50 Rue Sebou, Tangier. WTD 6/18/63.

NETHERLANDS—Currency counting machines for paper money. Direct purchase and agency. N.V. Handelmaatschappij v/h Mozes Knap & Zoon, (importer, wholesaler, retailer), 91-93 Schiedamsevest, Rotterdam-2.

NORWAY—Ore dressing machinery such as crushers, cyclones, classifiers, thickeners, filters, pumps; requests replies from manufacturers only. Sigurd Stave A/S, (manufacturer's agent, importing wholesaler), 10 Kongensgate, Oslo. WTD 11/26/62.

Machines for laminating polyester foam to textiles; requests replies from manufacturers only. Chr. Lonning, (manufacturers agent), 2 Prinsensgate, Oslo.

PAKISTAN—Brass-rules, printing types, roller composition for the printing industry. Direct purchase and agency. Alpha Mian and Co., (manufacturer, manufacturers' agent, importing distributor), 4 Nicholson Rd., Lahore. WTD 6/6/63.

Animal feed mill with a capacity of 30 tons per day in eight-hr. shift; 200/220 or 400/440 volts, 50 cycles single and three-phase a.c. Capt. Mohammad Akbar and Co., (importing distributor, manufacturer), Urdu Bazar, Rawalpindi. WTD 6/24/63.

Cane sugar refinery; machinery, equipment for medium size plant. Direct purchase and agency. Rafhan Bros., Ltd., (manufacturer), 4 McLeod Rd., Lahore. WTD 6/26/63.

Industrial chemicals plant machinery; electrolytic caustic soda plant; acetate rayon mills; cottonseed and ghee mills; ddt and bhc plant; requests illustrated catalogs and other brochure, current price quotations from manufacturers only. Chemical Consultants, Ltd., (chemical and plant engineering consultants), 5 A Shah Din Bldgs., The Mall, Lahore. WTD 5/28/62.

Cotton gin presses, spare parts. Direct purchase and agency. Asian Agencies, Ltd., (importing distributor, commission merchant), 32 Commercial Bldg., The Mall, Lahore. WTD 6/19/63.

Machinery for the manufacture of table glassware, frosted glassware, hollow glassware. National Glass Works, (manufacturer), Murree Rd., P.O. box 43, Rawalpindi. WTD 6/26/63.

Letter press: wharfadel, stop cylinder presses, sizes 16″x22″, and 22″x30″; sheet feed: high speed offset presses sizes 18″x24″, 22″x30″, 24″x36″, 30″44″; web fed: offset rotory presses, with web width 36″ having 2, 3, and 4 units; paper cutting machines: sizes 31″ and 42″ width; platen type embossing: cutting and creasing press, size 18″x24″; bob type: cutting embossing and creasing press size 18″x24″, 22″x30″, 24″x36″; chandler and price type: platen printing presses sizes 18″x24″, 16″x26″, 15″x10″, 8″x12″, also with automatic feed in aforesaid sizes; spares for printing machinery including seamless covering rollers, offset rubber blanket. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

Textile machinery parts, accessories: shuttles, leather pickers, combs. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

● Printing, type composing machines as follows: automatic type composing machine for English, Bengali, casting machine for single type 4 to 72 pt., four automatic printing machines 20″x30″, two automatic printing machines 10¼″x15½″, two proof presses, two wire stichers, one perforator. Tender No. P6/C94/62, bid deadline August 19. Controller of Stories, Pakistan Eastern Railway, Pahartali, Chittagong, East Pakistan.★ (Telephone: WOrth 7-5589).

PHILIPPINES—Salt washing machinery for caustic soda manufacturing plant. International Chemical Industries, Inc., (manufacturer), 406 Nueva St., Manila. WTD 7/8/63.

Plywood manufacturing equipment, supplies. Rafael C. Aquino Trading, (importer, wholesaler, retailer, exporter, manufacturer, producer), 612 Roman R. Santos Bldg., Plaza Goiti, Manila. WTD 6/24/63.

Sugar mill machinery, spare parts. Binalbagan-Isbela Sugar Co., Inc., (manufacturer), Rufino Bldg., Ayala Ave., Makati, Rizal. WTD 5/7/63.

SPAIN—Automatic machinery for peeling and coring apples. Conservera Asturiana, S.A., (vegetable and fruit cannery), General Elorza 46-50, Oviedo.

Any type of agricultural and industrial machinery, especially complete or partial installations for manufacture of mineral and vegetable oil. Ibermotor—Tibor Racz, (import-export), Calle Fernanflor No. 6, Madrid 14. WTD 6/14/63.

SWEDEN—Shoe manufacturing machines. Direct purchase and agency. AB Rud. Nystrom & Co., (wholesaler, agent), 6 Lilla Branneriigatan, Boras. WTD 7/3/63.

TURKEY—Separators for fruitjuices, automatic bottle washing machines, bottle filling, sealing machines; pitting machines, pea sorting machines, vacuum sealing, packing equipment, garlic peeling machines. Turco-British Import & Co., (importer, exporter), Rustem Vafi & Partner, Persembe Pazari, Arslan Han, Galata, Istanbul.

Machinery for the manufacture of plastic hoses, pipes. Muhlis Emek, (importer), Yali Kosku Caddesi, Liman Han altinda No. 7, Sirkeci, Istanbul.

UNITED ARAB REPUBLIC—Machinery for making asbestos brake lining. The Egyptian Co. for Pipes & Cement Products "Siegwart," (manufacturer), 15 Cherif St., Cairo.

356 General Industrial Machinery

★★ BELGIUM—Trade Mission

Equipment for handling steam, high pressure, low pressure water and compressed air desired by importer of industrial heating and process equipment for industry. Interested only in accessories for compressed air installations, not in compressors. S.A. Sarco Belge, 281, Ave. Ryhove, Gand. I.R. 13.

Packaging machine equipment desired for import or for distribution by agent. Soredeco, 9, Eikenstraat, Anvers. I.R. 315.

Equipment for production and storage of liquid oxygen, nitrogen, argon, chemical gases, acetylene gas. Manufacturer desires initially to purchase equipment, eventually to manufacture under license. "Sogaz," Chemical Division, 38 Ave. Rittweger, Machelen, Brabant. I.R. 8.

PAKISTAN—Water pumping sets: turbine for agricultural purposes; discharge three cusecs. Direct purchase and agency. A. Rehman and Co., Ltd., (manufacturer, importer), Zzernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

Ball and roller bearings for use in electric motors one to three hp. Direct purchase and

agency. A. Rehman & Co., Ltd., (manufacturer, importer), Czernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

Ball bearings: outer diameter 1¼". Direct purchase and agency. Rehman Automobile and Electric Works, (manufacturer, importing distributor), Ahmad Manzil, Mesham Lea Rd., Karachi 3. WTD 5/27/63.

Bearings; ball, roller, tapered. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

PHILIPPINES—Swimming pool water treatment equipment, filter centrifugal pumps, complete range. Direct purchase and agency. Shamrock Well Drilling Enterprises, Inc., (importer, wholesaler, indentor, drilling contractor), 435 Juan Luna, P.O. box 2365, Manila. WTD 5/31/63.

SAUDI ARABIA—Spare parts for pumps. Agricultural Development Corp., (importing distributor), P.O. box 1039, Jidda. WTD 7/10/63.

357 Office, Computing, Accounting Machines

MALAYA—Addressing machines. Guthrie & Co., (Malaya), Ltd., (exporter, importer), 4 Mountbatted Rd., Kuala Lumpur. WTD 10/23/61.

NETHERLANDS—Typewriters, adding machines; parts, accessories. Algemeen Kantoormachine Bedrijf N.V., (importer, wholesaler), 46 Lammermarkt, or P.O. box 57 Leiden.

Cash registers, office equipment, supplies. A. van Hessen & Co. N.V., (importer, wholesaler, retailer), 7-11 Witte de Withstraat, Rotterdam-2.

Special machines for office use. Direct purchase and agency. W. Voogt's Handelsonderneming, (agent, importer, wholesaler), 36 Rodezand, Rotterdam-1.

All kinds of office equipment including bookkeeping machines, accounting machines, calculating machines. Direct purchase and agency. N.V. Mabo, (importer, wholesaler), 111 Hoogstraat, Rotterdam-1.

Mechanical office supplies. G. Vermes N.V., (importing distributor), 127 De Ruyterkade, Amsterdam.

PAKISTAN—Numbering machines, (automatic and hand); calculators; adding machines; typewriters. Direct purchase and agency. Lalla and Co., (importing distributor), 3 Hospital Rd., Lahore 7. WTD 6/28/63.

358 Service Industry Machines

★★ BELGIUM—Trade Mission

Floor maintenance machines for scrubbing and cleaning devices for industrial use. Eliona S.A., 638 Ave. de Schaerbeek, Brussels 15. WTD 1/62 I.R. 229.

Building maintenance equipment desired by the largest building cleaning service in Belgium. Etablissements Laurenty, rue Lairesse, Liege. I.R. 143.

Industrial cooking and heating equipment wanted by importer selling food conveyors, dish washing machines in Europe on a direct basis and in Africa and the Middle East on an indirect basis. Ets. Justin Mengal, 167, rue de Flandre, Brussels. WTD 5/9/63 I.R. 30.★

Air conditioners, both industrial and domestic; industrial refrigeration, accessories including compressors; all types of refrigerated food dispensors for supper markets. Etn. L. H. Williams N.V., Wipstraat, 26, Antwerp. I.R. 299.

■ **INDIA**—Supply and erection of the air conditioning plant as per i.t.d. specification No. S/BA-100 B, dated 5/5/55 for the Fort Telephone Exchange Bldg., Bombay. Ref. No. D/ENQ/724. Tender No. P/SWP-4/11007-P/I. U.S. source. Bid deadline August 30. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Tender forms, including specifications may be obtained for $2.60 each, from the India Supply Mission, 2536 Massachusetts Ave. NW., Washington, DC., 20008. SBC-263.

MALTA—Water coolers. P. Cutajar & Co., Ltd., (importer, manufacturer), 12 St. Paul St., Valletta. WTD 6/10/63.

PAKISTAN—Air conditioners; window type; air condensers for room air conditioners, cold storage plants. Direct purchase and agency. A. Rehman and Co., Ltd., (manufacturer, importer), Czernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

Air conditioning unit for commercial theater with a seating capacity of 500-700; 200/220 or 400/440 volts, 50 cycles single, three-phase A.C. Capt. Mohammad Akbar and Co., (importing distributor, manufacturer), Urdu Bazar, Rawalpindi. WTD 6/24/63.

Air conditioners; small window type. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

SAUDI ARABIA—Refrigerators, room air-conditioners. Mohammed & A. Alsolaiman Alsaadi, (importer, wholesaler, commission agent), P.O. box 59, Damman. WTD 4/18/62.

359 Machinery, Except Electrical

★★ BELGIUM—Trade Mission

Equipment for automatic animal husbandry, such as feeders, watering stations, Fontaine and Fils, Gaurin-lez-Tournai. WTD 4/53 I.R. 156.

Auto servicing equipment desired by importer selling to servicing garages. Ets. Marcel Donnay, 39-41 Bd. d la Sauveniere, Liege. WTD 2/6/59 I.R. 79.

Wholesaler desires to represent manufacturer of files, drills, reamers, hand tools, both powered and hand-operated. Outilac, 50, rue Wettinck, Jemeppe-Liege. I.R. 82.★

360 Electrical Machinery

★★ BELGIUM—Trade Mission

All types of electronics for direct import. Sait Electronics, 25 Boulevard du Regent, Brussels. I.R. 228.★

ISRAEL—Electrical supplies, equipment in general; electric household appliances; electrical test, measuring instruments, devices; tape recorders, record changers. Direct purchase and agency. M. Kahane Co., (importer, wholesaler, agent), 44 Yona Hanavi St., P.O. box 4735, Tel Aviv.

361 Electrical Transmission, Distribution Equipment

● **GREECE**—Summation metering, telemetering system for electric power substations. Tender enquiry No. PAP/1138, bid deadline August 20. Forms and specifications available from Public Power Corp. Athens Piraeus Div., 4, Korai St., Athens.★ (Telephone: WOrth 7-2312).

● **INDIA**—Supply of insulators, busbar materials, earth wire, clamps for electric generating, receiving stations, sub-stations of the Koyna Hydroelectric Project, estimated cost $293,700. Tender No. KEL/11/G-8, bids close September 9. Specifications may be purchased for $6.72 including postage from the Chief Engineer (electrical) Koyna Hydroelectric Project, Mercantile Bank Bldg., 4th Fl., Bombay 1.

● **IRAQ**—Supply, delivery, erection of transformers, switchgears, accessories together with complete erection and civil engineering works for 14 secondary substations for the Central Iraq Zone electrical system, 33, 11 and 3.3 kv. Tender No. 4/9c/19; bid deadline October 16. Tender documents may be inspected or purchased from the Embassy of The Republic of Iraq, 1801 P St. NW., Washington, DC. upon payment of $70.16, (non-refundable), between June 17 and August 17.

● **KOREA**—Dynamometer, precision tester for electrical equipment. Tender No. KFX-3066-P, project No. 63-60, bid deadline August 9. Forms and specifications available from the Korean Embassy, 2320 Massachusetts Ave., NW., Washington, DC.

PAKISTAN—Electrical material: switches, oil circuit breakers, voltage regulators. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

Electrical manufacture components: meters, relays, circuit breakers, switches, transformers, load isolators, isolating switches: am, volt, kwh, thermo, (up to 120°C); buchholz, indicating, auxiliary; oil and air; protective, knife; current, potential. Pak Elektron, Ltd., (manufacturer), Ferozpur Rd., P.O. box 524, Lahore. WTD 6/14/63.

Electrical measuring instruments: current available 400/440 volts 50 cycle 3 phase a.c. Direct purchase and agency. Rehman Automobile and Electric Works, (manufacturer, importing distributor), Ahmad Manzil, Mesham Lea Rd., Karachi 3. WTD 5/27/63.

Switches; electric motor. Direct purchase and agency. A. Rehman and Co. Ltd., (manufacturer, importer), Czernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

● Supply 15 automatic voltage regulators, single phase plunger coil type, max rating 11 kva. plus spares, for the Pakistan Telegraph and Telephone Dept., Karachi. Tender No. PUR. 21-2/63/489, bid deadline August 15. Tender documents may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y. for $1.05 each. One set of specifications available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, DC. 20230. (Telephone: WOrth 7-4242.)

PHILIPPINES—Electrical fixtures: electrical copper conductors—½" to 1½"x10; split knobs; flush tumbler switches; flush convenience outlet receptacles; fuses—20a to 60a; locknuts, bushings. Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

■ **THAILAND**—Transformers, distribution, secondary network type, oil filled, 12000 volt, delta connected, 416 Y/240 volt, 3 phase, 50 cycle, for installation in vaults or overhead platforms, 300 kva., 82 each; 500 kva., 25 ea. Loan No. 19. Worldwide (899). Bid deadline August 20. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC. Invitation No. PDC-MEA 165. Detailed specifications may be obtained from the Office of Small Business, AID, Rm. 2119 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, DC. SBC-263.★

● **VIETNAM**—Supply electrical installation equipment insulators, circuit breakers, conductors. Tender No. 6920-26063, bids close August 21. Specifications in French. Central Purchasing Authority, P.O. box H-5, Saigon.★ (Telephone: WO 7-4242).

362 Electrical Industrial Apparatus

● **INDIA**—Supply one 2.5 kw. automatic standby diesel generator set, 220/230 volts, 3 phase, 4 wire, 50 cycle, plus pilc cables, required by Superintending Surveyor of Works (Electrical), C.P.W.D., New Delhi. Tender No. SE-591/REIN/1, bid deadline August 27. U.S. purchase only against Export-Import Bank credit. Specifications may be obtained (free of charge) at the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, DC.

● **IRAN**—Supply one diesel-engine generator, 120 kw., 4-stroke, vertical, 3 phase 400/230 v., 50 c/sec. for replacement of a Deutz diesel engine, type A6M 428 coupled to a Conz generator type NJ-94-10. Tender No. 42/5, bids close August 13. Specifications available from The Ports and Navigation Organization, 333 Naderi Ave., Tehran, for $6.70. One copy of specifications available for reference only at the Power and Electrical Equipment Division, Rm. 4124, BDSA, Department of Commerce, Washington, DC. 20230. (Telephone: WOrth 7-4242).

ISRAEL—Industrial electronic instrumentation, temperature ph conductivity; requests replies from manufacturers only. Direct purchase and agency. Levant X-Ray, Ltd., (importer, distributor), 39 Wolfson St., P.O. box 246, Tel Aviv. WTD 2/1/63.

NETHERLANDS—Electric and resistance welding equipment with complete line of accessories. Direct purchase and agency. Technisch Handelsbureau Minerva N.V., (sales agent), 8 Roemer Visscherstraat, Amsterdam.

PAKISTAN—Generators—100 kw., diesel and electric; electric motors—fractional and above 30 hp. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

Starters, electric motors; copper strips, electric motors. Direct purchase and agency. A. Rehman and Co., Ltd., (manufacturer, importer), Czernin Palace, The Mall, P.O. box 286, Lahore. WTD 6/19/63.

Electric motors: fractional to 3 hp. for 440 v., 220 v. 50 cycles a.c. Alwis, Ltd., (manufacturer), 54 Railway Rd., Lahore. WTD 6/28/63.

TURKEY—Electrical tube welding machines for manufacture of steel pipes. Hovagimyan Biraderler, (manufacturer), Bedros Hovagimyan ve Ortaklari, Zindan Sokak No. 8, Galata, Istanbul. WTD 6/11/63.

363 Household Appliances

★★ **BELGIUM—Trade Mission**

Lines of major appliances desired by established importer-distributor Pan Electric Co., 480, Ave. de la Couronne, Brussels. I.R. 72.

Hot water heaters. Ets. Odemic, 74, rue Veydt, Brussels 5. I.R. 24.

Electric hair dryers. Richard Henry and Fils, 18 Ave. J. B. Charlier, Hoeilaart. WTD 2/25/63 I.R. 28.

FRANCE—Electrical household appliances. Societe Francaise de Radio & Television, (manufacturer), 75 rue Marceau, Montreuil (Seine). WTD 6/18/63.

Household articles including rust-proof tableware. Direct purchase and agency. Usines Metallurgiques de Quingey-Usines J. Simon, (manufacturer), 120 rue de Rivoli, Paris 1er. WTD 6/10/63.

NETHERLANDS—All types of household articles, including mechanical household appliances. G. Vermes N.V., (importing distributor), 127 De Ruyterkade, Amsterdam.

QATAR—Household appliances. Jaouni & Co., also known as the "Family Shop," (importer, retailer, wholesaler, commission agent), P.O. box 602, Doha. WTD 5/13/63.

SPAIN—All types of electrical appliances for home. Direct purchase and agency. Industrias Varias Miranda y G. del Valle, S.L., (sales agent), Apartado 587, La Coruna. WTD 6/11/63.

Electric household appliances, particularly refrigerators; requests replies in Spanish or French. Direct purchase and agency. Jacob Benhamu Benarroch, (importer, wholesaler, retailer, commission agent), Lopez Moreno 10, Melilla.

364 Electric Lighting, Wiring Equipment

NETHERLANDS—All types of electro-technical wiring devices for industrial and domestic use. Direct purchase and agency. Firma N.G. Costerbaan, (sales agent), 28 Kamperfoeliestraat, Bussum. WTD 6/19/63.

Lighting equipment for domestic use. Direct purchase and agency. Firma N.G. Oosterbaan, (sales agent), 28 Kamperfoeliestraat, Bussum. WTD 6/19/63.

PAKISTAN—Insulating material for electrical manufacture; bakelized paper, tapes, pastes, varnishes. Pak Elektron, Ltd., (manufacturer), Ferozpur Rd., P.O. box 524, Lahore. WTD 6/14/63.

PHILIPPINES—Lamps, lighting fixtures, parts; ceramic, glass, metal. Malaysia Products Corp., (importer, wholesaler, indentor, exporter, manufacturer), El Hogar Filipino Bldg., 115 Juan Luna, P.O. box 2664, Manila. WTD 6/4/63.

Flashlights, batteries. Direct purchase and agency. Patria Trading & Cycle Supply, (importer, wholesaler, retailer, assembler), 63-B Buendia, Makati, Rizal, Box 1025, Manila. WTD 7/3/63.

Lighting fixtures, flourescent lights—20w to 40w. Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

365 Radio, Television Receiving Sets

FRANCE—Radio, television sets. Societe Francasie de Radio & Television, (manufacturer), 72 rue Marceau, Montreuil (Seine). WTD 6/18/63.

NETHERLANDS — Intercom installations, (ordinary type and loudspeaking telephone systems), tape recorders, dictating machinery. Direct purchase and agency. W.F.E. De Kadt, (sales agent), 29 Jagersweg, Laren.

SAUDI ARABIA—Televisions. Mohammed & A. Alsolaiman Alsaadi, (importer, wholesaler, commission agent), P.O. box 59, Dammam. WTD 4/18/62.

SOUTH AFRICA—Transistorized small portable radios, tape recorders; requests replies from manufacturers only. Direct purchase and agency. Jack Lemkus Sports, Pty., Ltd., (importing distributor), 45 St. George's St., Cape Town. WTD 5/7/62.

SPAIN—Radio, television sets, accessories. Direct purchase and agency. Industrias Varias Miranda y G. del Valle, S.L., (sales agent), Apartado 587, La Coruna. WTD 6/11/63.

Table model, portable radios; requests replies in Spanish or French. Direct purchase and agency. Jacob Benhamu Benarroch, (importer, wholesaler, retailer, commission agent), Lopez Moreno 10, Melilla.

Radio receivers, television sets, electrical domestic appliances in general. Radiolandia, (importer, wholesaler, retailer), Gran Via 24, Bilbao. WTD 7/8/63.

366 Communication Equipment

FRANCE—Vhf transmitters, receivers. Direct purchase and agency. Barry, Rogliano, Salles, (Ventes), S.A., (importer, dealer), 37 rue Caumartin, Paris 9e.

■ **GREECE**—Radio telephone equipments. Tender No. 6122. Reference No. 277. Limited worldwide (898). PA#240-700-898-221-2202. Bid deadline August 16. Hellenic State Railways, Head Office, Purchasing and Stores Dept., 34 Themistocleous St., Athens. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, DC. SBC-271.

■ **INDIA**—Supply, erection of a.c. plant at Fort Telephone Exchange Bldg., Bombay. U.S. source. Bid deadline August 30. Directorate General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi 1. Cable: DEVSUP, New Delhi. Tender No. SWP-4/11007-P/I. Tender forms and specifications of requirements may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, DC.

● **SUDAN**—Supply of 4000 protectors complete with electrodes, fuses for premises of telephone subscribers. Early delivery date will influence the selection. Contract No. 150, bid deadline August 27. Controller, Stores and Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: WO 7-4823.)

367 Electronic Components Accessories

FRANCE—Subminiature electronic components. Sorelia Electronique, (commission merchant), 25 rue de Normandie, Courbevoie (Seine). WTD 6/18/63.

369 Electrical Machinery, Equipment, Supplies

★★ **BELGIUM—Trade Mission**

Auto electric components. Any arrangement for representation must be by exclusive franchise. Krautli Auto Electric Parts S.A., 2-7 Square Sainctelette, Brussels. WTD 10/3/62 I.R. 29.

371 Motor Vehicles, Motor Vehicle Equipment

★★ **BELGIUM—Trade Mission**

200 "bombs" (compressed air cylinders) for inflating automobile tires desired as trial order. Must be of approved manufacture. Steady volume of business assured for reliable product. Centrale Rem s.p.r.l., 143, Rue Belliard, Brussels 4. WTD 2/18/63 I.R. 3.

Surplus spare parts for tanks, trucks. Ets. Leunis Freres, Boechout, Anvers. I.R. 107.

Tank truck pumps for in-truck construction to handle gasoline, fuel oils, chemicals, acids, solvents. Also tank truck accessories including

tank valves, manholes, trailer axles, air brake systems, fifth wheels. T.T.A. Ets. Truck and Tractor Appliances S.A., Ave. Salvia, Merksem (Antwerp). I.R. 308.

FRANCE—Front end alignment regulators; requests replies in French. Lauravia, (manufacturer), 403 rue des Pyrenees, Paris 20e.

MALAYA—New or used Kaiser-jeep model CJ-5 (1962-63); used Chevrolet and Plymouth sedans (1951-57); right or left-hand drive acceptable. Ban Seng Trading Co., (importer, exporter), 35 Prangin Lane (P.O. box 477), Penang. WTD 6/7/63.

MOROCCO—Automotive spare parts, accessories. Direct purchase and agency. French Cars, Ltd., (importer, wholesaler, retailer), 4/8 Trafalgar Rd., Gibraltar. WTD 6/24/63.

NETHERLANDS — Truck, tractor spare parts; new, used automobile. N.V. v/h Heck & Co., (importing distributor), 54 Scheepmakershaven, or Postbus 391, Rotterdam-1. WTD 7/30/62.

Automotive spare parts, accessories; car radios. N.V. Handelsonderneming Electrotechniek, (importing distributor), 91 Duivendrechtsekade, Amsterdam.

NICARAGUA—Automotive parts, all kinds; requests replies in Spanish. Representaciones Epsa, (representative), Enrique Pereira, S.A., 2da. Ave. S.O. No. 307, Managua, D.N. WTD 11/9/62.

PAKISTAN—Auto spare parts, accessories for British Motor Corp. cars, commercial vehicles; morris petrol, diesel commercial vehicles. Direct purchase and agency. Kanawalla and Co., Ltd., (importing distributor), 71, The Mall, Lahore. WTD 6/10/63.

Auto spares for all types of British and U.S. automobiles. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor), 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

PHILIPPINES—Automotive spare parts. Direct purchase and agency. Anacleto Lao, (importer, wholesaler), 533 Asuncion, Manila. WTD 6/10/63.

Forty-passenger air-conditioned tourist buses. Robert O. Phillips & Sons, Inc., (management service), 711-712 Philamlife Bldg., United Nations Ave., Box 3580, Manila. WTD 3/27/63.

Transportation equipment. Rafael C. Aquino Trading, (importer, wholesaler, retailer, exporter, manufacturer, producer), 612 Roman R. Santos Bldg., Plaza Goiti, Manila. WTD 6/24/63.

372 Aircraft, Parts

★★ BELGIUM—Trade Mission

Electronic components of aircraft reliability, especially multipin connectors, aircraft electronic control gear, for resale to Belgium aircraft industry and electronics industry. Societe Sidelec (Electronique), Centre International Rogier, Brussels. WTD 2/12/63 I.R. 74.

MOZAMBIQUE—Aviation supplies, spare parts, accessories. Sociedade Comercial, Lda., (importer, agent), Predio Scala, 1°, Nos. 10/12 or P.O. box 1044, Lourenco Marques. WTD 2/20/62.

373 Ship Building, Repairing

SOUTH AFRICA—Boat construction kits; requests replies from manufacturers only. Direct purchase and agency. Jack Lemkus Sports, Pty., Ltd., (importing distributor), 46 St. George's St., Cape Town. WTD 5/7/62.

374 Railroad Equipment

IVORY COAST—Railroad equipment for narrow-gauge, one meter wide, railroad as follows: hauling equipment, rails, ballast, freight cars, mobile cranes; request replies in French. Hamelle Afrique S.A., (importer, agent), B.P. 1326, Abidjan. WTD 11/27/61.

PHILIPPINES—Railway locomotives, rolling stock; freight. Binalbegan-Isabela Sugar Co., Inc. (manufacturer), Rufino Bldg., Ayala Ave., Makati, Rizal. WTD 5/7/63.

375 Motorcycles, Bicycles, Parts

PAKISTAN—Cycle spares, accessories, bicycles. Direct purchase and agency. Asian Agencies, Ltd., (importing distributor, commission merchant), 32 Commercial Bldg., The Mall, Lahore. WTD 6/19/63.

PHILIPPINES—Bicycles, bicycle spare parts. Direct purchase and agency. Patria Trading & Cycle Supply, (importer, wholesaler, retailer, assembler), 63-B Buendia, Makati, Rizal, Box 1025, Manila. WTD 7/3/63.

381 Engineering, Laboratory, Scientific, Research Instruments

★★ BELGIUM—Trade Mission

Electronic instruments, components for laboratory and industrial use wanted by new firm which will purchase and resell in Belgium and Luxembourg; exclusive distributorship desired. For laboratory: oscilloscopes, generators, voltmeters, counters, wattmeters, geiger muller counters, detectors-flow, strain and temperature, panel meters. For industry: computers, regulation equipment, detectors, automatic machines, indicators, inter-communication wire or wireless, tele-meters. Stelectronique S.A., Bruxelles 5. NCIA I.R. 246.

Laboratory items made of glass and plastic, aerosol valves. Especially interested in scientific and laboratory apparatus for the University of Louvain. J. Goovaerts, 45, rue d'Outremont, Brussels 4. WTD 9/14/61 I.R. 27.

● **DOMINICAN REPUBLIC**—Soil testing equipment, concrete, materials testing apparatus, asphalt stability testers. Competitive bid No. 2-63, bid deadline August 6. Adquisicion de Equipo para Analisis de Suelos, Hormigon y Asfalto, Ministerio de Obras Publicas y Comunicaciones, Santo Domingo.★ (Telephone: WOrth 7-2312).

● **EL SALVADOR**—Centrifuge, one. Tender No. 133(63), bid deadline August 9. Proveeduria General de la Republica, la Avenida Espana No. 613, San Salvador.★ (Telephone: WOrth 7-2312).

■ **INDIA**—Scientific, professional instruments, such as, map-o-graph, stereoscope, cutter, two sets triangulators; six units comparator; 12 units parallax wedge; six units scale; one unit dot counter; three units sextant; map measurer. Tender No. B-1118. PIOC No. 386-A-12-AA-9-20268. Bid deadline August 21.

■ Scientific, professional instruments, 43 items, such as training arms, invalid walkers; crutches; hemometers, sterlizers; tables, folding, aluminum top; stretcher; lamp telescopic; lamps, exciter, photocell; scales; magnifier. Tender No. B-1119. PIO/C No. 386-P-54-AB-9-30213. Bid deadline August 22.

Both the above tenders are for the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, DC., where specifications and conditions may be obtained. SBC-271. Limited worldwide (901). U.S. source.

ISRAEL—Engineering, technical supplies, particularly new products, equipment; requests replies from manufacturers only. Palama Automobile and Engineering Supplies, Ltd., (importer), 121 Herzl St., P.O. box 2978, Tel Aviv. WTD 6/27/63.

PAKISTAN—Surveying, drafting instruments: surveying instruments: levels, theodolite, compasses, hand levels; drawing, drafting instruments: geometrical boxes, set squares, dividers, scales, rulers, measuring tapes (metallic and steel size 6' to 100'). Direct purchase and agency. Alpha Mian and Co., (manufacturer, manufacturers' agent, importing distributor), 4 Nicholson Rd., Lahore. WTD 6/6/63.

● **VIETNAM**—Various laboratory equipment including: muffle furnace; balances; autoclave; distilling apparatus; hydrometers; thermometers; refractometers. Tender No. 0918-25063, bid deadline August 7. Central Purchasing Authority, P.O. box H-5, Saigon.★ (Telephone: WOrth 7-2312.)

YUGOSLAVIA—Metallurgical laboratory type spectrophotometers; requests replies from manufacturers only, catalogs. Bratstvo Machine Plant, (manufacturer), Attn: Mrs. Helene Rojc, Engineer, Novi Travnik.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NETHERLANDS—Tank gauging equipment, except metering, for the petro-chemical, oil refinery industry; equipment for oil depots. N.V. Ambi, (importing distributor), 12 Mauritskade, Amsterdam. WTD 11/7/62.

PHILIPPINES—Water meters, sizes ranging from ¾" to 2". Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

384 Surgical, Medical, Dental Instruments

★★ BELGIUM—Trade Mission

Specialized electromedical, X-ray, radiological equipment for hospitals in Belgium, Luxembourg. E. Fueter and Co., S.A., 263, Ave. Louise, Bruxelles. WTD 6/21/55 I.R. 242.

Operating room supplies, equipment. "Medic," 94, Ave. du Polo, Brussels. I.R. 259.

Therapeutic devices for hospital and medical use; all types of hospital and operating equipment. Roduc s.p.r.l., Kalkstraat, 85A, St. Niklaas/Waas. I.R. 358.

Medical supplies for doctors, markets, drug stores: first aid supplies, packaged bandages, patent medical supplies, stretch bandages. S.A. S.A.R.D.A.C., 15/17 Rue Francois Debelder, Brussels 15. I.R. 85.

IRAQ—Surgical instruments; requests replies from manufacturers. Direct purchase and agency. Hindi and Al-Saffar Wholesale Drug Stores, (importer, wholesaler), M. Kadhim Makiyah Bldg., Mustansir St., Baghdad. WTD 4/13/62.

ISRAEL—Gas chromatographs for medical, industrial purposes; mass spectrometers; requests replies from manufacturers only. Direct purchase and agency. Levant X-Ray, Ltd., (importer, distributor), 39 Woldson St., P.O. box 246, Tel Aviv. WTD 2/1/63.

JAMAICA—Full range of dental supplies, including equipment, drugs. Lascelles deMercado, (Distributors), Ltd., (importer, wholesaler, commission merchant, agent), 2 Church St., Kingston WTD. 12/1/61.

MOROCCO—Inexpensive gauze bandages, surgical cotton; requests replies in Spanish or French. Bureau Maghrebien d'Expansion Commerciale, S.A., (importer, wholesaler), 25 Boulevard Mohamed V, Tangier. WTD 11/5/62.

PHILIPPINES—Hospital equipment, medical instruments. Binalbagan-Isabela Sugar Co., Inc., (manufacturer), Rufino Bldg., Ayala Ave., Makati, Rizal. WTD 5/7/63.

Surgical instruments, medical, hospital equipment, apparatus. Direct purchase and agency. Kuenzle & Streiff, Inc., (importer, wholesaler, retailer, indentor, exporter), 453-459 T. Pinpin, P.O. box 301, Manila. WTD 6/7/63.

TRUCIAL STATES—Hearing aids, affixed to frames of eye glasses. Daai & Co., (importer, wholesaler, commission agent), P.O. box 506, Dubai. WTD 4/30/63.

VENEZUELA—Hospital supplies, surgical equipment. Direct purchase and agency. Higia C.A., (importing distributor and sales agent), Apartado 768 Edificio Laboratorios Behrens, Calle Real de Chapellin, Caracas. WTD 6/6/63.

YUGOSLAVIA—Protective, safety appliances for the head skin, eyes; suitable for protection from chemical dust and corrosive gases; also aprons and acid resistant coats or clothing, gloves, footwear. Zorka Hemiska Industria H.T.Z. Sluzba—Zorka Chemical Industry Technical-Safety Dept., (chemical mfg. products), Sabac, Serbia.

385 Ophthalmic Goods

NETHERLANDS—Sunglasses for women. De Vries & van Adelsberg N.V., (importing distributor), 264 Singel, Amsterdam.

386 Photographic Equipment

★★ BELGIUM—Trade Mission

Specialty papers for various types of Diazzo and other photo copy, reproducing machines needed by wholesaler. La Paraphane, 101 Boulevard Leopold II, Brussels. WTD 11/28/58 I.R. 20.

NETHERLANDS—All types of photographic equipment, supplies for amateur photographers. N. V. Handelsonderneming Electrotechniek, (importing distributor), 91 Duivendrechtsekade, Amsterdam.

PAKISTAN—Office equipment; photo copying equipment, duplicators. Direct purchase and agency. Warsak Engineering Corp., (manufacturer, importing distributor) 81, The Mall, P.O. box 217, Lahore. WTD 6/7/63.

Machinery: complete projection and sound system for commercial cinema theater; seating capacity 500-700. Capt. Mohammad Akbar and Co., (importing distributor, manufacturer), Urdu Bazar, Rawalpindi. WTD 6/24/63.

PHILIPPINES—X-ray film. Direct purchase and agency. Fedco Import & Export, Inc., (sales agent), 655-659 Echague, Box 260, Manila.

391 Jewelry, Silverware, Plated Ware

★★ BELGIUM—Trade Mission

Watches, silverware, lighters, giftware, for Benelux market wanted by importing firm seeking sole distributorship. Abecobel, 36 rue Bosquet, Bruxelles. WTD 4/62 I.R. 231.

394 Toys, Amusement, Sporting Goods

★★ BELGIUM—Trade Mission

Wide variety of camping and outdoor equipment. Governor S.A., 61-69 rue Piers, Bruxelles 8. I.R. 261.★

Bowling balls. Billards Van Laere, s.p.r.l., Rue de Brabant 202, Brussels 3. I.R. 93.

Sporting goods, outdoor equipment for camping, fishing, boats, jewelry, other consumer items. Comeraf, Jan Batist Verlooy, Antwerp. I.R. 303.

LUXEMBOURG — Camping equipment, (other than tents), camping accessories such as portable electrical generators; electrical, mechanical toys. Direct purchase and agency. Zimer Bazar, (importer, agent, retailer), 10, rue Dicks, Esch/Alzette, Luxembourg. WTD 6/18/62.

NETHERLANDS—All types of baby toys. Technische Industrie Arpa C.V., (manufacturer, importing distributor), Industrieweg, Kampen.

Metal toys, including toy trains, requests illustrated literature and cif Rotterdam quotations. Ronny Imports, (importing distributor), 7 Bachlaan, Arnhem.

PHILIPPINES—Baby carriages, strollers; children's tricycles. Direct purchase and agency. Patria Trading & Cycle Supply, (importer, wholesaler, retailer, assembler), 63-B Buendia, Makati, Rizal, Box 1025, Manila. WTD 7/3/63.

SOUTH AFRICA—All types of sporting, athletic goods, particularly roller skates, skis; fishing tackle, equipment: games, toys, educational, constructional, mechanical; children's vehicles; dolls, stuffed toy animals; requests replies from manufacturers only. Direct purchase and agency. Jack Lemkus Sports, Pty., Ltd., (importing distributor), 46 St. George's St., Cape Town. WTD 5/7/62.

395 Pens, Pencils, Office, Artists' Materials

NETHERLANDS—All kinds of supplies for office, school use. Firma P.F. van den Ende, (importer, wholesaler, exporter), 5-7 de Nijverheidstraat, Schiedam.

Fountain pens, ball point pens, ball point pen refills. Direct purchase and agency. Swan Vulpen Import, (importer, exporter, wholesaler, agent), 21a Zoutmanstraat, Rotterdam-2.

Special paper, articles used by draftsmen. W.M. Breur's Handelsonderneming, (importer, exporter), 258 Insulindestraat, Rotterdam-11.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

★★ BELGIUM—Trade Mission

Ladies articles of toileterie such as nail polish, curlers. Richard Henry and Fils, 18 Ave. J.B. Charlier, Hoeilaart. WTD 2/25/63 I.R. 28.

NETHERLANDS—Costume jewelry for men, women. H. van Adelsberg & Co., N.V., (importing distributor), 264 Singel, Amsterdam.

SOUTH AFRICA — Costume jewelry: brooches, rings, necklaces, watch bracelets; requests catalogs, price sheets from manufacturers only, or their sole export house. Emes Trading Co., (importing distributor), P.O. box 1038, Cape Town.

399 Manufacturing Industries

★★ BELGIUM—Trade Mission

Granular absorbent for grease. Ets. J. Hocke, 19, Rue Ricard, Brussels. WTD 8/5/57 I.R. 15.

Latest wrappings, ribbons, both satin, metalic. Rubanerie Demunter and Cie, 19 Ave. du Boulevard, Brussels. I.R. 83.

Latest packaging material desired by importer. S.A. Van Lerberghe, 57a, Ave d'Auderghem, Brussels, 4. I.R. 89.★

Juke boxes, outfits for commercial "Bingo," water softening apparatus, pumps for dispensing liquids in soda fountains and bars wanted by manufacturer—distributor. Ildo Agnetti, 14, rue du Cristal, Seraing Sur Meuse. I.R. 257.★

FRANCE—All kinds of brushes. Direct purchase and agency; requests replies in French. Societe Baudry, (manufacturer), 11 rue Castex, Paris 4e. WTD 6/25/63.

■ **INDIA**—Commodities, 24 items, such as, 24 reams paper, Thermo-Fax copy; nine units, fonts, type faces, cold composition, for Varityper model #630, various descriptions, 48 units ribbon, carbon paper, 24 units shield, carbon ribbon; four units simulator, sampling, quality control; four units simulator, quality control; various spare parts, for dual lith press, 220 v., 50 cycle, ac, 233-2AA segment; canvas, artists. fluid, pen cleaning; set, air brush; 24 each, color, oil, lamp, projection 300 w., 115 v.; enlarger, accessories, photography. Limited worldwide (901). PIO/C No. 386-J-27-AA-9-30209. Bid deadline August 21. Tender No. B-1120. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, DC., where specifications and tender documents are available. SBC-271.

IRAN—Promotional materials, advertising gifts imprinted with this firm's name and address; flashlight-key rings, other small items of little intrinsic value. Hadji Mir Ibrahim Nikdell and Sons, Ltd., (importer, jobber, wholesaler), Corner of Ferdowsi and Pahlavi Ave., Tabriz. WTD 1/9/63.

JAPAN—Large quantities of reflective glass beads of 1/1000-100/1000 mm. in dia. Miyako Kagaku Co., Ltd., (manufacturer's sales agent, importer, exporter), Chiyoda Bldg., 14 Marunouchi, 2-chome, Chiyoda-ku, Tokyo.

KENYA—Fancy goods. Chandrakant and Co., (importer, manufacturers' representative), P.O. box 5770, Nairobi. WTD 5/28/63.

MEXICO—Used moulds for manufacturing various types of hair ornaments, plastic hairdressing rolls, costume jewelry. Merceria y Joyeria El Aguila, (manufacturer, wholesaler), Apartado Postal 15242, Correo Mayor 46, Mexico, D.F. WTD 6/28/63.

NETHERLANDS—Machine for the manufacture of figurine candles and/or a machine for the decoration of figurine candles for its own use. Lucia Kaarsenfabriek N.V., (manufacturer, exporter), 39 Gestelsestraat, Aalst, N. Br.

All kinds of fancy packaging materials for gift wrapping; including ribbon, pictures for candy boxes, fancy packaging paper. Direct purchase and agency. Firma A. van Vliet, (importer, exporter, agent), 41a v.d. Meydestraat, Rotterdam-4.

NICARAGUA—All kinds of brushes; requests replies in Spanish. Representaciones Epsa, (representative), Enrique Pereira, S.A., 2da. Ave. S.O. No. 307, Managua, D.N. WTD 11/9/62.

NORWAY—Candles; decorative, novelty, Christmas, birthday; requests replies from manufacturers only. Kroghen & Zibell, (manufacturer's agent), 4 Jernbanetorvet, Oslo. WTD 9/7/62.

PHILIPPINES—Small plastic gift items: letter openers, telephone dialers, desk-top note pad holders; suitable for corporate and institutional advertising "give-aways." Direct purchase and agency. Trans World Trading Co., (manufacturer's agent, importer), 453 Plaza del Conde, Box 3148, Manila. WTD 8/10/62.

SOUTH AFRICA—Fancy goods: notions, novelties, suitable for gifts; cosmetic gift sets; billfolds, wallets. Emes Trading Co., (importing distributor), P.O. box 1038, Cape Town.

Advertising novelties; interested in all types of trade gifts for the home, desk, pocket, wall, in every price bracket; requests catalogs, price sheets from manufacturers only. Direct purchase and agency. M. L. Savage, Pty., Ltd., (importing distributor), 8-11 Langwyn House, Main Rd., Wynberg, C.P.

TRUCIAL STATES—Novelties, men's, ladies' accessories. Daai & Co., (importer, wholesaler, commission agent), P.O. box 506, Dubai. WTD 4/30/63.

509 Wholesalers

INDONESIA—Information, quotations on a small to medium-sized factory manufacturing plumbing equipment, especially water pipes; also wishes to manufacture in the plant small pipes for carrying and protecting electrical wires in buildings, homes. P.T. Rambi Baru, (exporter, importer, manufacturer), Djl. Panggung 20, Surabaya.

PHILIPPINES—Building materials: vinyl tiles—vitrified and mosaic; colored cement; asphalt tiles, other floor, bathroom tiles. Direct purchase and agency. Darroca & Co., Inc., (importer, wholesaler, retailer, indentor), Corner Arroyo-Muelle Loney Sts., Iloilo City. WTD 1/29/63.

SPAIN—Used clothing; requests replies in Spanish or French. Jacob Benhamu Benarroch, (importer, wholesaler, retailer, commission agent), Lopez Moreno 10, Melilla.

781 Motion Picture Production, Distribution

ISRAEL—8 and 16 mm. entertainment, home movies. Chemicals and Technical Supplies, (Green), Ltd., (importer), P.O. box 10, Tel Aviv. WTD 12/61.

Madagascar firm wants locomotive engine parts

Davum Outre Mer, (importer, wholesaler, sales agent), Route des Hydrocarbures or Boite Postale 1010, Tananarive, Madagascar, wishes to purchase and act as sales agent for a U.S. retailer of Whitcomb locomotive engine parts.

The firm requests that a proforma invoice, giving FOB New York prices, delivery terms, packing details, net and gross weight, be prepared by the U.S. firm and that replies be in French.

A list describing the parts desired is available on a loan basis from the Commodity Export Promotion Staff, BDSA—111, Rm. 4317, Department of Commerce, Washington, DC., 20230. (Telephone: WO 7-4674).

Bid deadline extended

Associated Cement Companies, Ltd., 121 Queens Rd., Bombay 1, India, has extended bid deadline for supply of switchboard panels, tender No. Tech/MK/XC.8943, from July 24 to August 26.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

ISRAEL—Chick-pea seeds; exclusive agency. A. Davids & Co., Ltd., (manufacturers' representative), 4 Mikve Israel St., P.O. box 2162, Tel Aviv. WTD 1/15/62.

NORWAY—Extra large yellow peas, dia. more than 7 mm.; unpackaged, but also interested in packaged. Direct purchase and agency. UNIL A/L, (purchasing organization), 1 Prinsensgate, Oslo. WTD 10/26/62.

204 Grain Mill Products

FRANCE—Animal feeding products including vitamins. France Europe Import, (importer, dealer), 18 ave. de Neuilly, Neuilly s/Seine, Seine. WTD 6/20/63.

SOUTH AFRICA—Rice. F. A. Golitz, (manufacturers' representative), 501-503 Smith St., or P.O. box 749, Durban. WTD 6/28/63.

TRINIDAD—Poultry feeds; requests replies from manufacturers only. D. M. Walsh, Son & Co., (merchants, general agents), 16 Frederick St., Apartment 28, Second Fl., Port of Spain. WTD 5/23/62.

209 Food Preparations

PHILIPPINES — Food flavoring. Hermar Corp., (indentor, exporter), 575 Atlanta St., Port Area, P.O. box 1097, Manila. WTD 6/17/63.

220 Textile Mill Products

FRANCE—Fabrics for African market—cotton, fibrane, nylon, synthetic materials-plain, embroidered or printed. Rene Taib, (agent), 1 rue Lavoisier, Paris 8e.

MOZAMBIQUE—Textiles for men's, women's suitings, printed cotton, rayon, dacron. Agencia Imperial de Tecidos, (indent, commission agent), P.O. box 382, Lourenco Marques. WTD 6/6/63.

SOUTH AFRICA—All types of textiles suitable for the manufacture of clothing and sale in department stores. F.A. Goltz, (manufacturers' representative), 501-503 Smith St., or P.O. box 749, Durban. WTD 6/28/63.

Dacron, rayon, cotton, shirting textiles; drills of 7½ to 9 oz. for men's trousers; cotton prints for women's, children's dresses 80 x 80 construction. Mill Agents S.A., Pty., Ltd., (manufacturers' agent), P.O. box 3161, Cape Town. WTD 6/14/63.

SOUTHERN RHODESIA—Textile piece goods, including dyed cotton twist twill, drills, jeans, sateens, gaberdines, dyed and printed cotton, spun rayon fabrics 90 cm., dyed cotton poplins 90 cm., dyed headcloths 90 cm., blue dark back denims 70 & 80 cm., cotton, spun rayon woven check ginghams 90 cm., woven shirtings 90 & 105 cm., blue indigo prints 80 cm. Globe Agencies & Distributors Co., (manufacturers' representative), P.O. box 1006, Salisbury. WTD 6/20/63.

Dress materials, textiles in general. Sterling Sales, Pvt., Ltd., (manufacturers', shippers' representative), P.O. box 2354, Salisbury. WTD 6/6/63.

229 Textile Goods

PAKISTAN—Hemp, manila rope, various sizes. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

230 Apparel

FRANCE—Coats, skirts, suits for children, girls; requests replies in French. Linflor—Danchin & Fils, (manufacturer), 29 rue Francois de Badts, La Madeleine-les-Lille, Nord.

Women's slacks, sportswears, sunsuits; requests replies in French. Sport Jeune-Max & Armand Coplet, (manufacturer), 103 rue Reaumur, Paris 2e.

Children's garments, all kinds; requests replies in French. Ets. Jaly-Mrs. Lilienthal, (manufacturer), 28 rue du Faubourg Poissonniere, Paris 10e.

MALAYA—Ready-made wear for men, ladies, children, infants, including sportswear, underwear, shoes; all types, classes on commission basis. Direct purchase and agency. Eastern Bazaar, (importer, retailer, wholesaler), 8 Biship St., Penang. WTD 6/24/63.

TRINIDAD—All types of ladies', men's clothing; requests replies from manufacturers only. The Regent Store, (wholesale, retail dry goods establishment), 3-5 Observatory St., Port of Spain. WTD 6/18/63.

231 Men's Youths', Boys' Suits, Coats, Overcoats

FRANCE—Men's suits, jackets, trousers, top coats, fine quality; requests replies in French. Les Creations Michel Colin, (manufacturer), 15 rue de la Fontaine du But, Paris 18e.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Women's coats, suits, skirts; requests replies in French. Claud'ette, (manufacturer), 49 Faubourg Montmartre, Paris 9e.

Ready-made garments for women; requests replies in French. Creations Elite, (manufacturer), 159 rue Montmartre, Paris 2e.

239 Fabricated Textile Products

MALAYA—Household linen, furnishings—sheets, pillows, bed-spreads, towels; on commission basis. Direct purchase and exclusive agency. Eastern Bazaar, (importer, retailer, wholesaler), 8 Bishop St., Penang. WTD 6/24/63.

240 Lumber, Wood Products, Except Furniture

FRANCE—Softwoods, hardwoods, plywoods, veneers, chipboards. Ets. Sherringham, (timber agent), 71 rue Raynouard, Paris 16e. WTD 1/25/63.

251 Household Furniture

TRINIDAD—Household furniture: requests replies from manufacturers only. The Regent Store, (wholesale, retail dry goods establish-

ment), 3-5 Observatory St., Port of Spain. WTD 6/18/63.

261 Pulp Mills, Products

PHILIPPINES—Wood pulp e.g. dry mechanical, unbleached kraft (sulfate), unbleached sulphite. Fil-Occidental Commercial, (indentor), 1140 Soler, P.O. box 2204, Manila.

262 Paper Mills, Products

PHILIPPINES—Printing paper. Alma Ltd., (indentor), 210 Wilson Bldg., 139 Juan Luna, Box 3302, Manila. WTD 6/29/63.

264 Converted Paper, Paperboard Products

NETHERLANDS—Fancy paper, for cardboard industry, retail trade; covered paper, cardboard (aluminum, fancy coverings); laminated paper for printing houses, fancy wrapping paper for various purposes. E.F.A. Buijs, (agent, commission merchant), 41a van Houtenstraat, Rotterdam-4.

SOUTH AFRICA—Unpasted, pre-pasted wall paper, washable in rolls 14 yd. long and standard widths, modern and period designs; requests replies from manufacturers only. Adams Paper Co., (manufacturers' agent), 52 East Way, Pinelands, C.P.

Wallpaper; requests replies from manufacturers only. F.A. Goltz, (manufacturers' representative), 501-503 Smith St., or P.O. box 749, Durban. WTD 6/28/63.

277 Greeting Card Manufacturing

NORTHERN IRELAND—Greeting cards, humorous, contemporary, for birthdays, other occasions; prices c.i.f. Belfast. Direct purchase and agency. Brands & Normans, Ltd., (department store), Castle Lane, Belfast, 1.

281 Industrial Chemicals

ITALY—Cellulose—bleached, raw, sulphite; bleached, raw, soda. Sylvander & Co., s.a.s., (agent), Via Durini 26, Milano. WTD 6/12/63.

NEW ZEALAND—Raw materials for paint, fertilizer, rubber, wood, pulp, paper industries; requests replies from manufacturers only. Wm. Scollay & Co., Ltd., (importer, exporter, manufacturer's representative), P.O. box 2377, 20 Victoria St., Wellington, C.1. WTD 2/26/62.

PHILIPPINES—Caustic soda, solid and flakes, 76% Na_2O; ceramics chemicals e.g. feldspar, glaze (fritted), body stain, opacifier. Fil-Occidental Commercial, (indentor), 1140 Soler, P.O. box 2204, Manila.

282 Synthetic Materials

FRANCE—Phenolic powders, modified melamine, all other phenolic powders with special technical properties. Societe Bucknall, (importer, dealer), 33 ave. des Champs Elysees, Paris 8e.

PHILIPPINES—Polyethylene; low density high pressure natural and general purpose crystals. Fil-Occidental Commercial, (indentor), 1140 Soler, P.O. box 2204, Manila.

Cellophane products. Newport Trading Corp., (importer), 1130 J. Barlin, Sampaloc, Manila.

283 Drugs

FRANCE—Veterinary products. France Europe Import, (importer, dealer), 18 ave. de Neuilly, Neuilly s/Seine, Seine. WTD 6/20/63.

MOROCCO—Basic pharmaceutical products to be supplied in bulk; requests replies from manufacturers only. Etablissements Rogier—B.E.R.I.C., (importer), 16-18, Blvd. Emile Zola, Casablanca. WTD 6/26/63.

PAKISTAN—Pharmaceutical drugs. Hamedi Industrial and Trading Co., Ltd., (importing distributor), 88 Mayo Rd., Lahore. WTD 6/10/63.

PHILIPPINES—Pharmaceutical chemicals; vitamins, antibiotics. Chempro, Inc., (importer, wholesaler, retailer, indentor), 622 Shaw Blvd., Mandaluyong, Rizal, Box 1432, Manila.

SWITZERLAND—Biologicals, antibiotics, antibacterial agents, sulfa drugs, hormone preparations, central nervous system depressants, stimulants, vitamins, antispasmotic agents, narcotics, tranquillizers, diuretics, analgesics, anesthetics; exclusive agency for Switzerland. Medichemie A.G., (importer, distributor), Grellingerstrasse 81, Basel. WTD 6/11/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Cleaning compounds, spot removers, detergents, related home maintenance products of good quality. Etablissements Saint-Marc Barres & Cie, (manufacturer, wholesaler), 86 Bld. du Marechal-Leclerc, Bordeaux, Gironde. WTD 6/20/63.

NORTHERN IRELAND—Cosmetic beauty aids in medium to high price range; prices c.i.f. Belfast. Direct purchase and agency. Brands & Normans, Ltd., (department store), Castle Lane, Belfast, 1.

MALAYA—Cosmetics; on commission basis. Direct purchase and exclusive agency. Eastern Bazaar, (importer, retailer, wholesaler), 8 Bishop St., Penang. WTD 6/24/63.

TRINIDAD—Cosmetics for men, women; requests replies from manufacturers only. D. M. Walsh, Son & Co., (merchants, general agents), 16 Frederick St., Apartment 28, Second Fl., Port of Spain. WTD 5/23/62.

All types of beauty preparations; requests replies from manufacturers only. Harper's, (Edwin Harper), (importer, wholesaler, retailer), 100 Duke St., Port of Spain. WTD 6/18/63.

287 Agricultural Chemicals

FRANCE—Chemical products for agriculture. France Europe Import, (importer, dealer), 18 ave. de Neuilly, Neuilly s/Seine, Seine. WTD 6/20/63.

UGANDA—Cotton spray insecticides. New Era Motors, Ltd., (importer, retailer, wholesaler, commission merchant, indent agent), P.O. box 614, Jinja. WTD 7/5/63.

289 Chemical Products

PHILIPPINES—Printing ink. Alma, Ltd., (indentor), 210 Wilson Bldg., 139 Juan Luna, Box 3302, Manila. WTD 6/29/63.

301 Tires, Tubes

PAKISTAN—Automotive, truck, tractor tires, tubes. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

307 Plastics Products

FRANCE—Plastic-coated tape for pipelines, seamless plastic tape, outerwrap—864 km. in 14 "800 fx12 rolls"; requests replies from manufacturers only. Exclusive agency. Ets. Hamet, (wholesaler, commission merchant), 9 rue du Chemins de Fer, Equbonne (Seine & Oise). WTD 5/9/62.

Plastic ribbons for venetian blinds. Andre Lesenne/Guereau, (agent), 128 ave. de la Marne, Epinay s/Seine. WTD 5/31/63.

322 Glass, Glassware

MOZAMBIQUE—Glass, glassware—crockery, decorative. Agencia Imperial de Tecidos, (indent, commission agent), P.O. box 382, Lourenco Marques. WTD 6/6/63.

327 Concrete, Gypsum, Plaster Products

PHILIPPINES—Gypsum. Newport Trading Corp., (importer), 1130 J. Barlin, Sampaloc, Manila.

331 Steel Mill Products

PAKISTAN—Steel: m.s. sheets, billets, plates, pipes, wires. Hamedi Industrial and Trading Co., Ltd., (importing distributor), 88 Mayo Rd., Lahore. WTD 6/10/63.

PHILIPPINES—Boiler tubes. Mecelec Equipment Co., Inc., (importer, wholesaler, indentor, manufacturer), 84 S. E. Quezon Blvd. Ext., Quezon City, P.O. box 644, Manila. WTD 6/4/63.

332 Iron, Steel Foundries

PAKISTAN—Silicon—3.0/3.5%; phosphorous—1.0/1.2%; manganese—0.5/1.0%; sulphur—0/04/0.5%; carbon—3.5/4.0%. Hamedi Industrial and Trading Co., Ltd., (importing distributor), 88 Mayo Rd., Lahore. WTD 6/10/63.

Pig iron; silicon 3 to 3.5%; manganese 0.5 to 1.0%; phosphorous 1 to 1.2%; sulphur 0.04/0.05%; carbon 3.5 to 4%; structural steel: girders of different sizes; mild steel: sheets and galvanized plain sheets 16 to 30 gauges; pipes: cast iron and galvanized iron spigot and sockets 4" to 7" dia. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

Iron; pig iron, cast iron, pipes, galvanized iron pipe, galvanized iron, black iron, black iron pipes; for foundry—3" dia. and over, 4" dia. and over, sheets, sheets 4" dia. and over: steel; m.s. sheets, m.s. billets, m.s. plate, silicon steel—1.5 mm., 6 mm., sheets .91 watts per kg. Escorts and Co., (manufacturer, importing distributor), 85, The Mall, Lahore. WTD 6/12/63.

PHILIPPINES—Centrifugally cast iron water pressure pipes. Silva & Co., (producer), Box 1329, Manila. WTD 6/8/62.

Pipe fittings. Newport Trading Corp., (importer), 1130 J. Barlin, Sampaloc, Manila.

336 Nonferrous Foundries

PAKISTAN—Non-ferrous metals; zinc, copper, lead aluminum, gun metals, white metals, ingots, sheets, bars, rods. Hamedi Industrial and Trading, Ltd., (importing distributor), 88 Mayo Rd., Lahore. WTD 6/10/63.

342 Cutlery, Hand Tools, General Hardware

ISRAEL—Garden tools, hand tools. J. & A. Karlstadt, Ltd., (commission agent, importer, distributor), P.O. box 421, Tel Aviv.

MEXICO—Hardware. I. Picovsky—La Mundial, (importer, retailer), Corregidora 32, Mexico, D.F. WTD 6/28/63.

PHILIPPINES—Builders' hardware. Hermar Corp., (indentor, exporter), 575 Atlanta St., Port Area, P.O. box 1097, Manila. WTD 6/17/63.

Hand saws, hack saw blades, pliers, axes, screwdrivers, hand tapes, dies, hammers, locks, padlocks; automotive tools: wrenches, back wrenches, adjustable wrenches, socket wrench sets, socket handles, attachments. Eurasian-American Commercial, (manufacturers' agent), 601 Manhattan Bldg., Nueva St., Box 1118, Manila. WTD 8/7/62.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Industrial cocks, taps, related apparatuses. Societe G. Dubua, Vve R. Maumaire & Cie, (manufacturer), 5 Place de la Liberte, Saint-Quentin (Aisne). WTD 6/7/63.

NETHERLANDS—Complete line of galvanized fittings, pipe, bronze pipe fittings, copper, brass valves. Frederik Mercantile Co., (importer, retailer), 49 Caracasbaaiweg, Curacao.

348 Fabricated Wire Products

PAKISTAN—Wire ropes in various sizes. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

351 Engines, Turbines

ISRAEL—Diesel engines of all kinds. A.E.S. Automotive & Engineering Supplies, (importer, agent), 12 Hasharon St., P.O. box 2654, Tel Aviv. WTD 4/4/62.

NORWAY—Parts, such as cog wheels, roller chains, for gasoline and diesel engines used in pleasure boats, commercial craft, industry. Kolbert & Sanne A/S, (importing wholesaler, retailer), 6 Kongensgate, Oslo. WTD 6/12/63.

PAKISTAN—Generating set 25 kw., portable, diesel 400/440 volts 3-phase, 50 cycles, a.c. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

352 Farm Machinery

PAKISTAN—Small, medium, large tractors. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

PHILIPPINES—Sprayer for garden, garden hose fittings. Eurasian-American Commercial, (manufacturers' agent), 601 Manhattan Bldg., Nueva St., Box 1118, Manila. WTD 8/7/62.

353 Construction Machinery

ISRAEL—All kinds of heavy construction machinery, parts, building machinery including road roller, spare parts for crawler tractors. A.E.S. Automotive & Engineering Supplies, (importer, agent), 12 Hasharon St., P.O. box 2654, Tel Aviv. WTD 4/4/62.

Line of oil drilling auxiliary material, such as tubular goods, including casing, bits. Solcoor Marketing & Purchasing Co., Ltd., (marketing, purchasing arm of KOOR group; agent, importer distributor), 99 Ben Yehuda St., Tel Aviv. WTD 1/15/63.

KUWAIT—Supply, erection of sea-water flash type distillation plant—five units each of one million imperial gal. per day; immediate contact with experienced firms. Abdal'a Contracting Co., (contractor, trader), P.O. box 714, Kuwait. WTD 10/20/62.

PAKISTAN—Road maintenance machinery, diesel engine (mobile). Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

Tractors, crawlers, caterpillars (diesel); bulldozers, small and medium; scrapers. Hamedi Industrial and Trading Co., Ltd., (importing distributor), 88 Mayo Rd., Lahore. WTD 6/10/63.

Cranes, over 20 tons, mobile; road building equipment—road rollers, tractors, mixers; over three tons, 3 wheeled non pneumatic, crawlers, 100 hp., more than 10 cu. ft. capacity. Escorts and Co., (manufacturer, importing distributor), 85, The Mall, Lahore. WTD 6/12/63.

Road rollers, 3-wheeled diesel engine; cranes, mobile, portable, jetty; construction machinery—heavy duty mixers, building, construction equipment; earthmoving equipment, bulldozers—30-70 hp., graders, rock drilling rigs—pneumatic and hydraulic. Albario Trading Corp., (commission merchant), Civil and Military Gazette Bldg., 48, The Mall, Lahore. WTD 6/27/63.

PHILIPPINES—Car and truck hoists, single post, 2-post, hydraulic, air-operated. Union Electrical Supply, (importer, retailer), 516 Magistrado Mapa, Manila.

Logging tools. Eurasian-American Commercial, (manufacturers' agent), 601 Manhattan Bldg., Nueva St., Box 1118, Manila. WTD 8/7/62.

354 Metalworking Machinery

FRANCE—Semi-finished products for metalworking plants. France Europe Import, (importer, dealer), 18 ave. de Neuilly, Neuilly s/Seine, Seine. WTD 6/20/63.

Equipment, devices, products for foundries, steel works. Pierre-Louis Garraud, (agent, commission merchant), 13bis rue Versigny, Paris 18e.

Equipment for machine automating. C. Jacobsen & Cie, (manufacturer, importer, exporter), 10 rue Pergolese, Paris 16e. WTD 8/13/62.

ISRAEL—Machine tools suitable for use by small firms. J.&A. Karlstadt, Ltd., (commission agent, importer, distributor), P.O. box 421, Tel Aviv.

NETHERLANDS—Tools for metal industry, wood industry, paper industry, plastics industry. Ingenieursbureau Gemen, (agent, distributor), Parallelweg Zuid, or P.O. box 34, Boxtel.

PAKISTAN—Snap-on-tools: for production, maintenance, service work throughout all industries. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

Electric forging hammer, 10 and 15 ton capacity. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

PHILIPPINES—Car washers, electric, 1 to 3 hp., 1 gun and 2 gun. Union Electrical Supply, (importer, retailer), 516 Magistrado Mapa, Manila.

355 Special Industry Machinery

FRANCE—Printing presses, particularly for stamping polyethylene bottles. Societe B Cknall, (importer, dealer), 33 ave. des Champs Elysees, Paris 8e.

NEPAL—Equipment for a plant to produce tinctures, rectified spirits, distilled water; requests quotations, catalogues. Nepal Industrial Development Corp., (promoting industrial growth in Nepal), Juddha Rd., Katmandu.

NORWAY—Machines for sealing packages, cartons, cans with adhesive tape. Direct purchase and agency. Conrad Christiansen, (importing wholesaler, manufacturer's agent), 11 Osterhausgaten, Oslo. WTD 6/12/63.

PAKISTAN—Machinery: boot and shoe manufacturing electrically-operated 200/220/400/440 volts, 3-phase, 50 cycles, a.c. Hamedi Industrial and Trading Co., Ltd., (importing distributor), 88 Mayo Rd., Lahore. WTD 6/10/63.

PHILIPPINES—Printing presses, second hand, new. Alma, Ltd., (indentor), 210 Wilson Bldg., 139 Juan Luna, Box 3302, Manila. WTD 6/29/63.

Textile machinery spare parts. Newport Trading Corp., (importer), 1130 J. Barlin, Sampaloc, Manila.

SOUTH AFRICA—Machinery, accessories for the manufacture of clothing, textiles; requests replies from manufacturers only. F. A. Goltz, (manufacturers' representative), 501-503 Smith St., or P.O. box 749, Durban. WTD 6/28/63.

356 General Industrial Machinery

PAKISTAN—Water pumps, pumping sets; turbine, over four cusecs—irrigation. Escorts and Co., (manufacturer, importing distributor), 85, The Mall, Lahore. WTD 6/12/63.

PHILIPPINES—Air compressors, 3 to 5 hp., electric. Union Electrical Supply, (importer, retailer), 516 Magistrado Mapa, Manila.

Lubricating equipment for cars, trucks. Union Electrical Supply, (importer, retailer), 516 Magistrado Mapa, Manila.

Paint sprayers. Eurasian-American Commercial, (manufacturers' agent), 601 Manhattan Bldg., Nueva St., Box 1118, Manila. WTD 8/7/62.

357 Office, Computing, Accounting Machines

SOUTH AFRICA—Automatic weighing, packaging machines; requests replies from manufacturers only. Exclusive agency. M. B. Koval & Co., Pty., Ltd., (importing distributor), P.O. box 546, Cape Town. WTD 12/31/62.

358 Service Industry Machines

FRANCE—Cocks, taps for refrigerators. Christian Chevalier, (commission merchant, agent), 33 rue du Champ de Mars, Paris 7e.

PHILIPPINES—Refrigeration supplies, controls, accessories. Mecelec Equipment Co., Inc. (importer, wholesaler, indentor, manufacturer), 84 S. E, Quezon Blvd. Ext., Quezon City, P.O. box 644, Manila. WTD 6/4/63.

Metered oil dispensing equipment (in liters) for gasoline, kerosene, diesel, lubricating oils. Union Electrical Supply, (importer, retailer), 516 Magistrado Mapa, Manila.

361 Electric Transmission, Distribution Equipment

PAKISTAN—Electrical, transmission, installation, line equipment: electrical h.t. equipment, transformer, switchgear, protective equipment, transmission line equipment, cables, conductors; up to 220 k.v., power over 5 mva and distribution 1000 kva, over 11 kv.,

oil circuit breakers, air circuit breakers, relays, instruments control panels, acsr, all aluminum conductors, accessories, ht, under ground paper insulated copper, aluminum conductors for electric transmission. Escorts and Co., (manufacturers, importing distributor), 85, The Mall, Lahore. WTD 6/12/63.

Electric power transmission equipment: conductors; aluminum abd acsr, extra high voltage equipment, up to 132 kv., lightning arrestors;—up to 132 kv., reclosers;—for full rating, overhead line material, accessories;—up to 132 kv., power and distribution transformers;—up to 132 kv., material for transmission and distribution;—insulators, hardware, cross-arms up to 132 kv. Albario Trading Corp., (commission merchant), Civil and Military Gazette Bldg., 48, The Mall, Lahore. WTD 6/27/63.

362 Electrical Industrial Apparatus

FRANCE—Industrial electrical apparatuses. C. Jacobsen & Cie, (manufacturer, importer, exporter), 10 rue Pergolese, Paris 16e. WTD 8/13/62.

PAKISTAN—Electric generators, diesel powered; up to 50 kw. Albario Trading Corp., (commission merchant), Civil and Military Gazette Bldg., 48, The Mall, Lahore. WTD 6/27/63.

PHILIPPINES—Electric motors, starters, controls. Mecelec Equipment Co., Inc. (importer, wholesaler, indentor, manufacturer), 84 S. E. Quezon Blvd. Ext., Quezon City, P.O. box 644, Manila. WTD 6/4/63.

Industrial control, data telemetering equipment. Industronics, Inc., (engineering consultants, contractors), Far East Bldg., Buendia Ave., Makati, Rizal.

364 Electric Lighting, Wiring Equipment

MEXICO—Electrical wiring devices. I. Picovsky—La Mundial, (importer, retailer), Corregidora 32, Mexico, D.F. WTD 6/28/63.

SPAIN—Small electrical supplies: fluorescent tubes, condensers, switches, cord. Manuel Couce Pego, (commission merchant, sales agent), General Franco 192-2, El Ferrol del Caudillo. WTD 6/11/63.

365 Radio, Television Receiving Sets

NIGERIA—Wireless public address equipment consisting of portable transmitter with range or 100-200 yd. and a portable receiver not connected with transmitter by wire. The Dynamic Party of Nigeria, (political organization), P.O. box 388, Onitsha, Eastern Region of Nigeria.

SPAIN—Television sets, accessories. Manuel Couce Pego, (commission merchant, sales agent), General Franco 192-2, El Ferrol del Caudillo. WTD 6/11/63.

366 Communication Equipment

PHILIPPINES—Broadcast equipment for radio, television, closed-circuit systems. Industronics Inc., (engineering consultants, contractor), Far East Bldg., Buendia Ave., Makati, Rizal.

Equipment for telephone, telegraph, radio systems. Industronics Inc., (engineering consultants, contractor), Far East Bldg., Buendia Ave., Makati, Rizal.

367 Electronic Components

SWITZERLAND—Electronic components, capacitors, resistors, switches, electro-magnetic clutches, brakes, relays, potentiometers, rectifiers, semi-conductors, test instruments. Exclusive distributorship for Switzerland. Robert Luthard, (importer, wholesaler, distributor), 149 Bucheggstrasse, Zurick 6/57. WTD 7/63.

369 Electrical Machinery

PHILIPPINES—Medical equipment e.g. cardiographic, X-ray, other hospital electronic apparatus. Industronics Inc., (engineering consultants, contractor), Far East Bldg., Buendia Ave., Makati, Rizal.

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Small automobile accessories, for sale in sport-shops or for automobile construction. Societe Nouvelle des Cables & Appareils Electriques Pierre Francois, (manufacturer, importer, exporter), 104 ave. de Villiers, Paris 17e. WTD 1/29/63.

NEPAL—10 buses: 40 seats, diesel engine, 168" wheel base, with body or without; i.e., with only engine, chassis; requests price quotations and catalogues. Nepal Industrial Development Corp., Juddha Rd., Katmandu.

PAKISTAN—Truck trailers: 5 and 10 ton capacity. Sheikh Mohammad Iqbal and Co., (manufacturer, importing distributor), Iqbal St., Mohini Rd., Lahore. WTD 5/29/63.

PHILIPPINES—Auto, truck spare parts. A. L. Nabong & Co., Inc., (indentor), 176 Dasmarinas, P.O. box 414, Manila. WTD 6/21/63.

SOUTH AFRICA—Automotive spare parts, accessories; requests replies from manufacturers only. F. A. Goltz, (manufacturers' representative), 501-503 Smith St., or P.O. box 749, Durban. WTD 6/28/63.

Transistorized auto radios, fm, am, sw; requests replies from manufacturers only. Exclusive agency. Mill Agents S.A., Pty., Ltd., (manufacturers' agent), P.O. box 3161, Cape Town. WTD 6/14/63.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Acrylo-nitrile butadienne styrene in powder, sheets. Societe Bucknall, (importer, dealer), 33 avenue des Champs Elysees, Paris 8e.

ITALY—Scientific apparatus for chemical, physical laboratories, particularly in universities; requests replies from manufacturers only. Canovai, S.r.l., (importer, agent, retailer), Via del Corso 314, Rome.

MOROCCO—Precision laboratory glassware, accessories; requests replies from manufacturers only. Direct purchase and agency. Etablissements Rogier—B.E.R.I.C., (importer), 16-18, Blvd. Emile Zola, Casablanca. WTD 6/26/63.

NETHERLANDS—Hydraulic navigation equipment for yachts, other small vessels. Seffle Nederland N.V., (Sales Office of the Seffle Co. of Sweden), (wholesaler), P.O. box 22, Zaltbommel.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Auxiliary products for plastics, polyurethane; requests replies in French. Tanicolor, (importer, dealer), 38 rue Bordier, Aubervilliers, Seine.

Industrial control apparatuses; industrial measuring apparatuses. C. Jacobsen & Cie, (manufacturer, importer, exporter), 10 rue Pergolese, Paris 16e. WTD 8/13/62.

ISRAEL—Electric, medical electronic, electronic, acoustical instruments, equipment. Juval Mantel, Ltd., (manufacturer's agent, consultant), 56 Arlosoroff St., P.O. box 5271, Haifa.

384 Surgical, Medical, Dental Instruments

ITALY—Toothpaste, band-aids, surgery tools, special pads for babies, other pharmaceutical sundries. Societa' Italiana Commercio Oltremare S.a.s., (importer, exporter), Via Carlo Barabino 13/9 sc. A,Genova.

MOROCCO—Pharmacoepia bandages, cotton, surgical ligatures; requests replies from manufacturers only. Direct purchase and agency. Etablissements Rogier—B.E.R.I.C., (importer), 16-18, Blvd. Emile Zola, Casablanca. WTD 6/26/63.

NORWAY—Light weight masks for protecting workers against breathing in dust and irritants. A/S C. Beyer Olsen, (importing wholesaler, manufacturer's agent), 6 Prinsensgate, Oslo.

SOUTH AFRICA—Disposable ware, i.e. catheters, syringes, dressings, cleaning devices ventilation systems, sterilizers, chemicals, surgical apparatus. Messrs. Geoffrey Smith Laboratories, Pty., Ltd., (agent), 203 Admirals Ct., Rosebank, Johannesburg. WTD 6/6/63.

SPAIN—Surgical, orthopedical equipment, apparatus. Productos Luwesa, (selling agent), Maria de Panes, 10, Madrid 3. WTD 7/5/63.

385 Ophthalmic Goods

FRANCE—Optical equipment; requests replies in French. Les Appareils Controleurs, (manufacturer, dealer), 44 rue de Chanzy, Paris 11e.

386 Photographic Equipment

FRANCE—Photographic, movie equipment; requests replies in French. Les Appareils Controleurs, (manufacturer, dealer), 44 rue de Chanzy, Paris 11e.

394 Toys, Amusement, Sporting Goods

MOZAMBIQUE—Toys. Agencia Imperial de Tecidos, (indentor commission agent), P.O. box 382, Lourenco Marques. WTD 6/6/63.

PHILIPPINES—Toys. Malaysia Products Corp., (importer, wholesaler, indentor, exporter, manufacturer), El Hogar Filipino Bldg., 115 Juan Luna, P.O. box 2664, Manila. WTD 6/4/63.

RHODESIA—High quality toys; requests replies from manufacturers only. Hares Trading Co., Ltd., (manufacturer's agent), P.O. box 962, Salisbury. WTD 6/6/63.

396 Costume Jewelry, Costume Novelties, Buttons

SOUTH AFRICA—Imitation jewelry, sundries; requests replies from manufacturers only. F.A. Goltz, (manufacturers' representative), 501-503 Smith St., or P.O. box 749, Durban. WTD 6/28/63.

399 Manufacturing Industries

MALAYA—Gift, presentation sets, novelty

items for new-born babies; on commission basis. Direct purchase and exclusive agency. Eastern Bazaar, (importer, retailer, wholesaler), 8 Bishop St., Penang. WTD 6/24/63.

PHILIPPINES—Novelties; decorators' materials. Malaysia Products Corp., (importer, wholesaler, indentor, exporter, manufacturer), El Hogar Filipino Bldg., 115 Juan Luna, P.O. box 2664, Manila. WTD 6/4/63.

RHODESIA—Fancy goods, advertising novelties of all kinds. Stylo Outfitters, (importer, retailer) P.O. box 572, Mufulira. WTD 11/29/62.

SOUTH AFRICA—Household, bar gift line novelties; requests replies from manufacturers only. Mill Agents S.A., Pty., Ltd., (manufacturers' agent), P.O. box 3161, Cape Town. WTD 6/14/63.

509 Wholesalers

NORTHERN IRELAND—Novelties, such as ashtrays, paper napkins with cartoons, other small china ware, brass ware items; prices c.i.f. Belfast Brands & Normans, Ltd., (department store), Castle Lane, Belfast, 1.

MOROCCO—Remnants sold by the pound; requests replies in French. Direct purchase and agency. Etablissements Hadj Messaound Ben Larbi, (importer), 9bis, rue Abdelkrim Diouri, Casablanca.

NEPAL—Complete equipment for poultry farm; requests price quotations, catalogues. Nepal Industrial Development Corp., Juddha Rd., Katmandu.

PHILIPPINES — Construction materials: tiles, locksets, steel bars, plumbing fixtures. Newport Trading Corp., (importer), 1130 J Barlin, Sampaloc, Manila.

Leads for Importers

Commodities are offered direct unless specified.

145 Clay, Ceramic, Refractory Minerals

SOUTH AFRICA—Refractory raw materials, (general ores, minerals). General Overseas Traders, (Pty.), Ltd., P.O. box 10059, Johannesburg. WTD 7/3/63.

201 Meat Products

★★ BELGIUM—Trade Mission

Furs, hides from goats, sheep, cows for hat industry. Ets. Dubaere, (chapellerie-cuirs), rue Oost Rozebeke Meulebeke. WTD 6/63 I.R. 169.

205 Bakery Products

★★ BELGIUM—Trade Mission

Manufacturer of waffles, baked goods wants to sell same. Biscuiterie Brockmans, 50, Schoonaarde Schaffen (Diest). I.R. 413.

208 Beverage Industries

GERMANY—Quality white Rhine wines, grape juices. Seeks importers, distributors in western and southwestern states (except California, Florida, Texas). Weingut Louis Guntrum, Nierstein/Rhein. For price list write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, DC., 20230. WTD 2/16/59.

225 Knitting Mills, Products

★★ BELGIUM—Trade Mission

High fashion knitting yarns. Alf. Van Broekhoven, Hoogstraat, 36 Antwerp. WTD 9/20/62 I.R. 365.

231 Men's, Youth's, Boy's Suits, Coats, Overcoats

★★ BELGIUM—Trade Mission

Children's wear. Baby Fix S.A., 132 rue Gustave Gilson, Brussels. I.R. 380.

Knit outerwear, baby clothes, boys' sweater. Ets. Laurent s.p.r.l., Kasteelstraat, 43, Duffel. I.R. 351.

Manufacturer of knitted sweaters, outerwear for men, women wants representation in the mid and far west. N.V. L. Vrancken and Co., Koningin Elisabethlaan, 14, Niklaas. I.R. 320.★

232 Men's, Youths', Boys' Furnishings, Work Clothing

ENGLAND—All kinds of sportswear, (rugby, football jerseys). Humphreys Bros., Ltd., Umbro Works, P.O. box 5, Wilmslow, Cheshire. WTD 6/17/63.

233 Women's Misses', Juniors' Outerwear

★★ BELGIUM—Trade Mission

Cotton, terry cloth women's, children's wear. Ets. Lory, 166 chaussee de Lodelinsart, Gilly. I.R. 216.

Clothing for children. Tisselux s.p.r.l., Bretheistraat, Genck, Limbourg. I.R. 137.

Manufacturer of women's wear wants agent for same. Firma Kortex 33, Klauwaertstraat, Antwerp. I.R. 354.

Suits, coats, skirts made of Harris tweed for women. The Sport and Raincoat, s.p.r.l., 22, rue d'Assaut, Bruxelles 1. I.R. 94.

Tailored line of children's wear. Ets. Edelweiss, 74A, rue de Louvain, Vilvorde. I.R. 396.★

235 Hats, Caps, Millinery

★★ BELGIUM—Trade Mission

Manufacturer of felt hats wants agent for men's hat bodies. Piron, (Manufacture Belge de Feutre et de Chapeaux), 18, quai Fernand Demets, Bruxelles, 7. I.R. 44.

238 Apparel, Accessories

★★ BELGIUM—Trade Mission

Cotton terry cloth bath, beach wear, gloves made of cotton, nylon, leather. Sogantex, S.A., 27, rue Maurice, Brussels. I.R. 144.

Gloves of cloth, kid leather. Ganterie Van Mechelen S.A., 165 rue de Drootbeek, Bruxelles 2. I.R. 252.

239 Fabricated Textile Products

★★ BELGIUM—Trade Mission

Raincoats for men, women. Bartson's, 2, St. Jacobstraat, Antwerp. WTD 5/9/63. I.R. 270.★

Table linens, lace articles of low to medium price range. Lime, Maastrichtersteenweg, 72, Hasselt. I.R. 313.★

251 Household Furniture

★★ BELGIUM—Trade Mission

Designer, manufacturer of baby furniture desires to export to U.S. Ets. De Ceuninck Albert, 32, rue Pre d'Awans, Argenteau (Liege). NCIA I.R. 386.

Manufacturer of furniture for home, office, apartments and motels wishes to contact interior decorators and architects. Period and modern design. Toebosch S.A., 46, rue des Tanneurs, Anvers. I.R. 322.

275 Commercial Printing

★★ BELGIUM—Trade Mission

Printer of quality work wants to contact firms who might require such service in Belgium. Imprimerie Van den Bossche S.A., 33-35 Marche au Betail, Malines. I.R. 98.★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Dried lavender in small plastic sachets. Also lotions, toilet preparations (lavender essential oil) in small glass bottles, tubes, or flasks. Direct or through agents. Oliver Poujade, 15 Ave. de la Madeleine, Gourdon, Lot. WTD 6/17/63.

285 Paints, Varnishes, Lacquers, Enamels

★★ BELGIUM—Trade Mission

Chemical manufacturer wants agent for special pigments such as ultramarine blue and molybdates in orange, red in middle west and west. Ste de Bleu D'Outremer, Mont St. Amand. WTD 12/27/60. I.R. 110.

289 Chemical Products

★★ BELGIUM—Trade Mission

Manufacturer of agricultural chemicals wants to supply aerosol, other chemical filling services to firms which distribute in Common Market. Produits Phyto-Agronomiques S.A., 60, rue de l'Etuve, Bruxelles 1. WTD 3/21/61. I.R. 111.★

313 Boot, Shoe Cut Stock, Findings

GERMANY—Parts, accessories for various types of sport shoes (football, soccer, rugby, track): studs made of leather, rubber, aluminum; nylon washers, soles, tips, parts; spikes; inserts; heel caps; front soles. Direct or through agent. Lederwarenfabrik Karl Uhl, P.O. box 22, 7460 Balingen/Wuertt. For price list write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington DC., 20230. WTD 4/23/62.

314 Footwear, Except Rubber

★★ BELGIUM—Trade Mission

Manufacturer of stylish shoes of good quality wants agent. Chaussures Astral, 24, rue Albert I, Dison (Verviers). I.R. 208.

Manufacturer wants exclusive agents for slippers, ladies shoes. Prices fob Antwerp $2.50 to $3.50. Schoenfabriek "modern" Michel Serrien, Antwerpse straat, 45, Mol (Antwerp). WTD 2/29/60. I.R. 327.

319 Leather Goods

★★ BELGIUM—Trade Mission

Manufacturer of leather goods wishes to

sell such items. Socam, 84 rue J. Demoulin, Bruxelles 15. NCIA I.R. 187.

323 Glass Products

★★ BELGIUM—Trade Mission

Mirrors for furniture trade. Ed. Van Hove and Co., 172 rue Minckelers, Louvain. WTD 1/9/57 I.R. 181.

Manufacturer wishes to sell household mirrors for kitchens, bathrooms. Not decorator-type mirror. Olaerts, Hoogstraat, 80, Genk. I.R. 369.★

324 Cement, Hydraulic

★★ BELGIUM—Trade Mission

Exporter wants agent for Portland cement. Ciments Portland Blancs Belges S.A., 4, rue du Finistere, Brussels. I.R. 422.

336 Nonferrous Foundries

AUSTRIA—Seeks sales representative for precision die-castings (zinc, aluminum, tin), precision plastic moldings. Solo Industrien Aktiengesellschaft, Dr. Karl Lueger-Ring 14, Vienna I.

339 Primary Metal Industries

★★ BELGIUM—Trade Mission

Manufacturer desires agent for perforated sheet material of steel, copper, brass, aluminum, other use in industry, agriculture, mining, decorating. Also stairs of steel and ceiling, wall covering material. S.A. des Ateliers Liegeois de Perforation et de Decoupage, 90, Bld de Douai, Liege. I.R. 401.

343 Heating Apparatus, Plumbing Fixtures

★★ BELGIUM—Trade Mission

Gas valves for cook stoves, component parts. La Precision, 24 rue Leopold Courouble, Bruxelles 3. I.R. 215.

353 Construction Machinery

★★ BELGIUM—Trade Mission

Manufacturer of chainfalls, sheaves wants to sell new free standing auto and truck lift. Electrically driven by two hp. motor. Ateliers de Construction, 30, rue Bellmerin, Eupen. WTD 8/3/60. I.R. 61.★

354 Metalworking Machinery

★★ BELGIUM—Trade Mission

Specifically designed machine to grind cutters used on fellows, gear generators using a diamond wheel. Constructte Werkhuizen der Machines "Collette", 96, Lange Dijkstraat, Antwerp. WTD 3/4/62. I.R. 267.

Power presses, bending presses, metal shearers, hydraulic, pneumatic types. Werkhuizen Soenen, Roeselaer. I.R. 341.★

355 Special Industry Machinery

★★ BELGIUM—Trade Mission

Concrete mixing and molding machines. Ste Tamica, 4 rue de la Reforme, Brussels 6. I.R. 100.

Vacuum-forming machine used to deep-draw form thermo plastic sheets. J. Van de Poel, J. Posenaierstraat, 48-58, Borgerhout. I.R. 339.★

SWEDEN—Soft ice-cream machines. Elof Hansson, Box 183, Goteborg 1. WTD 4/9/63.

361 Electric Transmission, Distribution Equipment

GERMANY—Electronic measuring, controlling instruments, such as transistor amplifiers, voltage, high voltage meters, micro voltage meters for various purposes, generators, amplifiers, tolerance measuring gauges, calibration circuits, measuring instruments for interference elimination. Sadowski & Co., P.O. box 13, Esslingen/Neckar-Berkheim/Wuertt. For prospectus, in German language, write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, DC., 20230. WTD 4/16/63.

363 Household Appliances

★★ BELGIUM—Trade Mission

Competitively priced mixers, blenders of modern design. C.S.A.S.M., (Constructions mechaniques d'Ampsin), Ampsin-lez-Huy. I.R. 403.

364 Electric Lighting, Wiring Equipment

★★ BELGIUM—Trade Mission

Road danger lamps. S.A. Eclairage des Mines, rue Van de Velde, Loncin. I.R. 214.★

Lamps, lamp shades, tables, metalworks of art in hand-wrought iron, copper, brass. S.A. Fabrudec, 99 rue J. B. Decock, Brussels 8. I.R. 194.

366 Communication Equipment

FRANCE—Electrical error detectors; teleguidance apparatus operating by current superposition. Societe Industrielle de Telecommande & de Telemecanique, 26 rue Gauthier, Boulogne s/Seine.

379 Transportation Equipment

★★ BELGIUM—Trade Mission

Reinforced plastic camping trailers. Falter Caravans, 7, Krugersplein, Borgerhout. I.R. 295.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Automatic meteorological devices. Societe Industrielle de Telecommande & de telemecanique, 26 rue Gauthier, Boulogne s/Seine.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Direct sale of automatic regulators, controls (pressure, temperature, humidity), program controls for dyeing plants, canneries; heating, air conditioning controls for greenhouses. Also seeks agent and is interested in licensing U.S. firm. W. Baelz & Sohn, K.G., Koepffstrasse 5, Heilbronn a. Neckar. For catalog write to Commercial Intelligence Division, BIC, Rm. 1837, Department of Commerce, Washington, DC. 20230. WTD 4/23/62.

391 Jewelry, Silverware, Plated Ware

★★ BELGIUM—Trade Mission

Top-quality pewter giftware, decorative objects such as plates, pitchers, mugs, plaques, spoons. Jean Riskin, 174, Chaussee Koninksem, Tongres. I.R. 274.

398 Manufacturing Industries

★★ BELGIUM—Trade Mission

Acrylic sky domes. Plasticor, 29, Groenstraat, Antwerp. WTD 1/19/60. I.R. 363.★

Steel, wire products, bronze wire, diesel generators, electronic components, fork lift truck components. Comptoir Commercial Meersmans, 2A, rue Emile Van der Velde, Willebroek. WTD 6/22/62. I.R. 321.★

Factory with excess capacity prepared to do custom work on food or similar lines, packaging in bags or cans and manipulation of all kinds under controlled hygienic conditions. Cie Liebig S.A., 54, St. Katelijnevest, Antwerp. I.R. 311.★

Manufacturer would like to establish contact for sale and distribution of rain, lawn umbrellas. R. de Bevere, Schoenstraat, 15, Borgerhout. I.R. 348.

739 Business Services

★★ BELGIUM—Trade Mission

Consulting and design services in structural, mechanical, electrical engineering. Bureau d'Etudes, 84, Ave. Gloires Nationales, Bruxelles. I.R. 80.

Independent operating engineer wants to act as consultant for heavy and medium duty steel fabricating operations. Andre G. Wirth, 19A Ave. Marnix, Brussels. I.R. 141.

Specialist in the field of choosing and appointing sales agents for manufacturers and the supervising of their operations. Eurimpex, (Europe Import-Export), 38, rue du College St. Michel, Brussels 15. I.R. 103.★

Iraq requests supply of mobile broadcast unit

Tenders have been invited for the supply of a complete, van-mounted, mobile broadcast unit for the Director General of Broadcasting and Television of Baghdad, Iraq.

The air-conditioned van should, in addition to the audio equipment, microphone and power cable reels, contain a complete 50-watt transmitter operating in the 88-108 mc. frequency range, and a complete radio communication system of 12 watts output minimum.

Complete stationary receiving equipment is to be installed in Broadcast House, Salhiya, Baghdad.

Bid deadline for tender #17, is September 22. Bid specifications may be obtained from the Central Foreign Purchasing Bd., Ministry of Finance, Baghdad, Iraq, against a payment of ID 0.500 ($1.40) per copy plus $0.70 per copy to cover airmail from Iraq to the U.S. Specifications are available for review from the Electronics Division, BDSA, Rm. 4117, Department of Commerce, Washington, DC., 20230. (Telephone: WO 7-2328.)

Iran desires equipment for radio communications

The Ports and Navigation Organization, Tehran, Iran, has requested tenders for various radio communications equipment.

Tender #42/3, bid deadline August 11, calls for six 100-watt, and two 200-watt hf/mf transmitters and eight communication receivers.

Tender #42/4, bid deadline August 10, calls for two vhf base stations, with spare parts and accessories and two years' supplies for normal service. The tender also calls for erection and servicing.

Specifications may be obtained from the Ports and Navigation Organization, 333 Ave. Naderi, Tehran, Iran, upon payment of 500 rials, ($6.50), for each tender.

Iran seeks fittings for pipes, pumps

The Iranian State Railways, Purchase Dept., Ave. Amirieh, Tehran, Iran, has announced tender No. 42/442, 440 439, 441 with a bid deadline of August 27 for galvanized pipe, pipe fittings, and pumps.

The equipment requested is as follows: 40 hand wing pumps No. 3; 20,000 kg. of galvanized pipe from ½" to 4"; galvanized pipe fittings ½" to 1", 600 elbows, 700 tees, and 1,000 unions; 30 china water closets, 30 china wash stands about 50 cm. × 65 cm.

A copy of the specifications is available on short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, BDSA, Rm. 4022, Department of Commerce, Washington, DC., 20230. (Telephone: WOrth 7-5589.)

Bids asked by India for tools, machinery

Heavy Electricals, Ltd., Tiruchirapalli, South India, requests bids for the supply of vertical and horizontal boring machines; horizontal drilling machines, vertical milling machine, gear shaving machine, internal grinding machines, lapping and honing machine, hydraulic press, horizontal bending and straightening machine, pneumatic nibblers, handsaws, and shears.

Tender No. HPBP/T/S has a bid deadline of August 20.

A set of documents is available on short loan basis to firms located in the U.S. from the Metalworking Equipment Division, BDSA, Rm. 4204, Department of Commerce, Washington, DC., 20230. (Telephone: WO 7-5593).

Electric pump sets required by Turkey

The State Hydraulic Works, Equipment and Supply Division, Ankara, Turkey, requests tenders for thirty (30) vertical submersible electric pump sets suitable for deep well testing work.

The pump motors must be squirrel-cage induction type, 3-phase, 50 cycle, 380/660 v.

Thirty (30) portable diesel-generator sets, 220/380 v. 50 cycle with automatic voltage regulators, parts to be interchangable are also needed.

Bids for tender No. 63-10T-46 close August 5.

Specifications for reference only are available at the Power and Electrical Equipment Division, Rm. 4124, BDSA, Department of Commerce, Washington, DC., 20230. (Telephone: WOrth 7-4242.)

Electron tubes, conductors asked by Korean government

The Office of Supply, Government of the Republic of Korea, Seoul, Korea, is requesting bids under invitation No. KFX-3060-S, p.r. No. 63-73 (part II) on various quantities of 99 types of electron tubes and 48 types of semiconductors. Bids must be submitted by August 4.

Copies of the invitation and additional information may be secured from Mr. Ahn, Procurement Attache, Korean Embassy, 2320 Massachusetts Ave., NW., Washington, DC., 20008.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Mr. Mehaul Joseph Lane, representing Co-operative Bulk Handling, Ltd., 569 Wellington St., Perth, interested in **grain handling facilities,** also requests technical information on handling, storage, preservation of grain. July 15 via San Francisco for two months. c/o Mr. Dean Clark, Editor, Grain and Feed Journal, 141 W. Jackson, Chicago, Ill. Itinerary: San Francisco, Los Angeles, Kansas City, Chicago, Minneapolis, New York, Washington.

AUSTRALIA—Joseph A. Martin, representing Martin Bros., Importers, Pty., Ltd., 525 Crown St., Surry Hills, N.S.W., interested in importing all types of **food products, processed and unprocessed (including fish).** Mid-August via New York for two to three weeks. c/o Australian Consulate General, 636 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago, Dallas, San Francisco.

AUSTRALIA—Messrs. Eric Corser, Sid Corser, Stan Saxon, and Eric Richards all representing Corser Corp., Pty., Ltd., 56 Mill Point Rd., South Perth, interested in **real estate, all aspects of land development.** July 16 via San Francisco for 5 weeks. c/o Department of Commerce Field Office, Rm. 419, Customhouse, 555 Battery St., San Francisco, Calif. 94011. Itinerary: San Francisco, Los Angeles, San Diego, Miami, West Palm Beach, Cleveland, Washington, New York.

COSTA RICA—Nestor L. Vargas, representing Nestor L. Vargas, Ltda., Apartado 1715, interested in **machinery and equipment needed by clothing manufacturers.** July 12 via Miami for one month. c/o J.P. Stephens Co., New York, N.Y. Itinerary: New York, Chicago.

CYPRUS—Mr. Othon Kyriakides Mavros Proprietor, Director of Mavros Sports Shops, Nicosia, interested in meeting manufacturers and exporters of **sporting equipment and toys.** July 15 via New York for two months. c/o Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Baltimore, Washington, Chicago, Kansas, California.

MOROCCO—Mr. Mohamed Benamour, President, General Mgr. of Tissage Benamour, 14 Chemin des Glaieuls, Ain Sebaa, Casablanca, interested in contacting U.S. textile machinery manufacturers with a view to purchasing **equipment for weaving, dying, finishing.** August 5-10 via San Francisco. c/o Department of Commerce Field Office, Rm. 419, Customhouse, 555 Battery St., San Francisco, Calif., 94011. Itinerary: Washington, D.C., San Francisco.

PAKISTAN—Ebrahim Yoosoof Gardee also known as Ebrahim Jassub Gardee, representing The West Punjab Textile Mills, Ltd., P.O. Gardeeabad, District Lahore, interested in **textile machinery.** First week of August via New York 10-15 days. c/o Wyeth Laboratories, Philadelphia. Itinerary: New York, Washington, Philadelphia, Chicago.

SAUDI ARABIA—Khalid Y. Hadg, representing General Trading Co., Ltd., Al Khobar, interested in **canned foods, canteen supplies;** also requests technical information on meeting with canned and packaged foodstuffs and grocery items, manufacturers, managers, representatives. August 17 via New York for 45 days. c/o Astor Supply Co., Ltd., Itinerary: Philadelphia, Winston-Salem, Chicago, Kansas, Houston, Los Angeles, Honolulu.

YUGOSLAVIA—Sotir Gerakovorski, Director Bitolj Refrigerator Plant and Totor Petrovski technical director, interested in purchasing U.S. **equipment for plant expansion,** interested in visiting household refrigerator and compressor factories in New York area. August 10 via New York for 10 days. c/o Invest-Import Rep., Ivan Humar, Rm. 308, 527 Lexington Ave., New York, N.Y. 10001. Itinerary: New York.

Burma requests tenders on metalworking machinery

The Chairman, Textile Mills Management Committee, I.D.C., Estate, Kamayut, Ranzoon, Burma, requests bids on lathes, milling machines, shaping machines, drilling machines, tool grinding machines, slotting machine, electric and gas welding equipment, various metal cutting tools, portable electric grinder and drills, and measuring equipment.

The bid deadline for tender No. TMMC 3-63 is August 10.

Tender documents are available on short-loan basis to firms located in the U.S. from the Metalworking Equipment Division, BDSA, Rm. 4204, Department of Commerce, Washington, DC., 20230. (Telephone: WO 7-5593).

Steam turbine plant planned for El Salvador

The Hydro-Electric Commission of Rio Lempa, El Salvador, requests the submission of qualifications by companies interested in the design and construction of a 25,000 kw. steam plant including steam turbine, condensors, generator and accessories, water treatment plant, transformer, control panel and crane.

The plant will be constructed at Acajutla, El Salvador. Companies selected for an opportunity to bid will receive complete specifications after July 13, and bids will be opened on October 1 in the office of the Commission in Rio Lempa, El Salvador.

Egyptian railways need sand remover equipment

The Egyptian Railways Administration, Cairo, United Arab Republic, has invited tenders for the construction of a self-propelled maintenance-of-way machine to remove sand from the tracks.

Specification No. W. W. 230-1962 at present shows no time limitation.

Interested companies may call upon the Transportation Equipment Division, BDSA, Department of Commerce, Washington, DC., 20230, for general specifications, without drawings.

Further information may be obtained from the Egyptian Railways Administration.

New Books and Reports

***Digest of International Law, Vol. I.* Edited by Marjorie Whiteman. Published by the Dept. of State, Washington, 1963. 1,000pp. (approx) $4.25.**

A new digest of international law, the first since the beginning of World War II, is now being published by the Department of State. A successor to Hackworth's Digest of International Law, published in 1940, the new Digest will contain the first official and comprehensive treatments of the new areas of international law that have developed in the past 2 decades—the law of outer space, disarmament, Antarctica and the Continental shelf, to name a few.

Other areas of international law, such as aviation and international organizations, which were in their infancy when Hackworth's Digest was published, will be dealt with at length in the new Digest. An entire volume will be devoted to the United Nations, the specialized agencies, the international banking ventures and other international organizations which have grown up since the war.

Volume one, which runs to practically 1,000 pages, contains 2 chapters—International Law, and States, Territories and Governments. The birth of fifty-odd States, the post-war evolution of the British Commonwealth and the post-war history of the French Community, the development of the United Nations trust-territories and the recent history of the League of Nations Mandates, are all recorded in this volume.

Eventually the Digest is expected to run to 15 or 16 volumes, roughly twice the size of its predecessor. Present printing schedules call for at least 3 more volumes during the coming winter, with the rest following as quickly as possible.

***Overseas Business Reports*. U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Investment Law in the Republic of Niger. OBR 63-105. 4pp. An unofficial State Department translation which contains the Investment Law of July 12, 1961 together with the modifications thereto passed on February 1, 1963. It lists enterprises which are considered of special priority in the Republic of Niger and the several forms of preferential treatment granted to investors.

Investment Law in the Republic of Upper Volta. OBR 63-106. 4pp. An unofficial State Department translation of the law establishing a preferential tax system for newly-established enterprises and the law setting up an assistance fund for new industries.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Such requests must be received not more than 15 days after the publication date of the issue of INTERNATIONAL COMMERCE in which the requested OBR was listed.

***Brewing Industry Survey Covering the United States, Canada, and Mexico.* (22d Ed.) Annual. 1963. A. Edwin Fein, Managing Director, Research Company of America, 185 Madison Ave., New York 16, N.Y. 159pp. $50.**

Comprehensive analysis of changes in sales and the competitive and financial position of brewers. Including current consumption and sales data, sales and financial analyses, listing of breweries and executive personnel, and separate analyses of the Canadian and Mexican brewing industries.

***Stores and Shops (Great Britain & Eire)* 1962. (16th Ed.) Newman Books, Ltd., England. U.S. and Canadian Distributor: W. S. Heinman, 400 E. 72d St., New York 21, N.Y. 872pp. $14.25.**

A register of department stores, multiple shops, variety chains, co-operative societies, mail order houses and discount stores. Gives detail on types of merchandise handled, names of executives, number on staff, and lists address of central buying offices and overseas buying agents.

***Taxation in the Federal Republic of Germany*. Prepared by Harvard Law School International Program in Taxation. 1963. Commerce Clearing House, Inc., 4025 W. Peterson Ave., Chicago 46, Ill. 932pp. $22.50 per copy.**

Comprehensive study of taxation in West Germany provides an integrated picture of Federal Republic's tax system and point-by-point analysis of each tax involved. Part I covers tax system as a whole, with detailed treatment of taxes on capital and on transactions. Part II analyzes income tax in depth, including international aspects. Part III discusses the valuation law, the trade tax, and turnover tax. Includes forms, charts, tables of statutes, topical index, and bibliography.

***Understanding Foreign Aid*. Published by the Foreign Policy Assn. New York, 1963. 50 cents.**

Designed to provide background for understanding the debate on the U.S. aid program and as a point of departure for further study, the booklet reviews the U.S. aid program from participation in UNRRA in 1945 to the current Decade of Development, marked by the establishment of the Agency for International Developmnt. The booklet also includes maps, charts, and a bibliography.

It can be ordered from the Foreign Policy Association, Inc., 345 East 46th Street, New York 17, N.Y.

***Automobile International (Formerly the American Automobile)*. Published by McGraw-Hill. New York, 1963. 80pp. $2.**

This survey and motor census is a compilation of international automotive market statistics, giving detailed, up-to-date information on world-wide motor vehicle registrations, production and sales. It contains automotive marketing maps for 36 major international markets. It can be ordered from Automobile International, 330 West 42nd Street, New York 36, N.Y.

***U.S. Exports of Domestic and Foreign Merchandise: January-December 1962*. Published by the Census Bureau. 1963. 379pp. $1.75.**

A statistical listing of U.S. exports during 1962. Arranged both by SITC Group for country of destination and by

country of destination for SITC group. Also includes monthly 1962 export statistics presented in terms of the 3-digit SITC commodity groups. Available from the Superintendent of Documents, GPO, Washington, D.C. 20402.

***World Aviation Directory—Including Missile/Space Industries.* (47th Ed., Summer 1963.) Semiannual American Aviation Pubilcations, Inc., 1001 Vermont Ave., NW., Washington 5, D.C. 1,230pp. $12.**

Roster of aviation companies and officials in U.S., Canada, and 125 foreign countries. Lists U.S. air carriers, certified, supplemental, express, freight forwarders, air taxi operators; primary aircraft manufacturers; manufacturers and distributors of equipment, showing headquarters and district offices, key operating personnel. Similar information presented for foreign countries. Section on international organizations. Register of organizations and special services, Federal and State Commissions, Aeronautics Board.

***Machinery Market Trades Index—1963.* Published by Machinery Market, Ltd. London, 1963. 968pp. $2.45.**

A comprehensive guide to plant and equipment of British and foreign origin. The 400-page Buyers' Guide Section of this year's edition has been translated into French and German. The book also lists associations, institutions and societies; machinery haulage contractors; machinery auctioneers; British representatives of overseas machinery firms; brand and trade names; engineering firms; machinery merchants; and an alphabetical listing of all firms in the machinery field.

It can be ordered from Machinery Market, Ltd., 146a Queen Victoria St., London, E.C. 4.

***International Directory of Sample Survey Centres (Outside the U.S.)* 1963. UNESCO, Columbia U. Press, 2960 Broadway, New York 27, N.Y. 46pp. 50¢.**

Essential data for 62 social science sample survey research institutions, including each institution's name and address, date of establishment, status, and information on the management and staff, methods of financing, clients, survey techniques, processing of data, subjects of surveys, and publications. Derived from a 1959-1960 survey of National Commissions for UNESCO of all member states and other institutions.

***The Market Research Directory.* 1963. John Anns Publishing Co., 17 Ave. de la Gare, Lausanne, Switzerland. 214pp. (Clothbound) $12.50 (postage and packing paid).**

Provides a cross-section of market research institutes, firms and companies consultants, market research departments of advertising agencies and staff market researchers of large commercial and industrial companies from the United Kingdom, Ireland, Australia, New Zealand, Japan, Ceylon, Iran, and 14 European countries. Shows for each normal and special services available, and lists senior executives.

Data on U.S. Firms

The Bureau of International Commerce has published a 26-page booklet on Sources of Information on American Firms for International Buyers. It lists public libraries, chambers of commerce, city directories, telephone directories, manufacturers, manufacturers' agents, exporters and importers, mailing list houses, trade associations, trade journals, professional associations and investment services.

It can be ordered from the Superintendent of Documents, GPO, Washington, D.C. 20402, or any Department of Commerce Field Office for 15 cents.

***Stores of the World.* 1963. Newman Books, Ltd., England. U.S. and Canadian Distributor: W. S. Heinman, 400 E. 72d St., New York 21, N.Y. 332pp. $14.25.**

A comprehensive directory of department stores, names of their individual retail buyers and lists of buying agents in Europe, Africa, the Americas, Asia and Australasia. Gives a list of merchandise handled, names of the executives and number on staff. Lists addresses of central buying office and overseas buying agents.

***Mining Developments in Asia and the Far East, 1960.* Mineral Resources Development Series No. 16. United Nations, 1962. UN Sales Section New York, N.Y. 85 pp. $1.50.**

Tenth in the series of annual reviews of mining developments in Asia and the Far East, this report covers the region's position in principal mineral commodities: mineral fuels; iron ore and ores for ferro-alloys; non-ferrous ores and metals; light metals and ores; other minerals and mineral products. It includes summaries of mining activities in 19 nations.

***Partnership for Progress: A Program for Transatlantic Action.* By Pierre Uri for the Atlantic Institute. Harper & Row, New York, 1963. $2.95 ($1.95 paperbound).**

Mr. Uri serves as spokesman for 10 distinguished statesmen and economists who have studied the essentials of any economic system purposing to unite the European Economic Community (including the United Kingdom) and the U.S.

This report sets forth guidelines for basic common policies: aid policy, agricultural policy, and monetary policy. It makes specific recommendations regarding the agricultural surpluses and expanded agricultural outlets; trade between industrialized and less advanced countries; "tariff disarmament;" reinforcing the Western currency system and eliminating dangers in the system of foreign exchange. It also suggests institutions for transatlantic economic partnership.

Order from Harper & Row, Publishers, Inc., 51 East 33rd Street, New York 16, N.Y.

***The Manufacture of Industrial Machinery and Equipment in Latin America: I. Basic Equipment in Brazil.* United Nations, 1963. U.N. Sales Section, New York, N.Y. 71pp. $1.**

A special study projecting development of the Brazilian heavy metal-transforming industry, during 1961-70, to meet equipment requirements in five basic sectors: Petroleum and petroleum products, electric power, steel, cement, pulp and paper. Evaluates capacity of industry in Brazil for these types of equipment, and the main factors likely to deter effective use of capacity through optimum exploitation of existing productive resources.

***Trademark Rules of Practice of the Patent Office.* Published by the U.S. Dept. of Commerce. Washington, 1963. 150pp. 45 cents.**

Explains the operation of the Patent Office, and the rules, regulations and procedures for using this service. Of value to those interested in obtaining, assigning, and renewing patents.

Copies can be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701953/3

Calendar

for international traders

August

1—Monthly meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

20—Luncheon Meeting. International Executives Assn. Hotel Statler-Hilton, **New York, N.Y.**

27-30—1963 Association for Computing Machinery National Conference and International Data Processing Exhibit. Denver-Hilton Hotel, **Denver, Colo.**

September

9—Michiana World Trade Club Meeting. **South Bend, Indiana.**

10—Terminal Report of the U.S. Trade Mission to France. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce Chicago Field Office.

10—Export Expansion Conference, **San Antonio, Texas.** Sponsor: Regional Export Expansion Council.

12—Regular Luncheon Meeting, International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

14-22—Eastern States Exposition and International Fair, **West Springfield, Mass.**

16—International Affairs Assn. Univ. of Pennsylvania, **Philadelphia, Pa.**

16—American Mining Congress, **Los Angeles, Cal.** Commerce Speaker: Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Commerce.

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

18—International Trade Conference. Lincoln Hotel, **Sterling, Ill.** Sponsor: Industrial Council of the Sterling Chamber of Commerce.

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

Trade Mission to visit Africa, Far East and Europe in fall

Business Proposals of U.S. firms now being accepted—through Aug. 20 for Malaysia-Hong Kong, Austria-Switzerland; Sept. 15 for E. Africa

In earlier editions, *International Commerce* has announced Trade Missions to Malaysia-Hong Kong (Malaya, Hong Kong, Singapore, and North Borneo), East Africa (Kenya, Tanganyika, Uganda and Zanzibar) and Austria-Switzerland. These Missions will be operating abroad during October and November and the Trade Missions Division is now accepting Business Proposals from American firms which would like to do business in these countries. (In Austria and Switzerland the Mission will deal only with BP's concerned with consumer goods.) If you have a product to sell and need Foreign Trade leads or want distributor/agency arrangements, you are urged to take advantage of this free Department of Commerce service.

Trade Mission members, who are distinguished leaders of American business and industry, will discuss your proposals with leading firms in Hong Kong, Singapore, Kuala Lumpur, Kuching, and Jesselton in the Far East; Vienna, Linz, Bern, Zurich and Basel in Austria and Switzerland; and Nairobi, Mombasa, Dar Es Salaam, Zanzibar and Kampala in East Africa. You will be given the names and addresses of all firms which demonstrate the capacity to handle your line and are specifically interested in your products.

If you are interested in a joint venture, licensing arrangement or direct investment (except in Austria-Switzerland) the Trade Mission members will discuss your proposal with appropriate firms. Additionally, if you desire to import particular items from abroad your needs will be made known. Business Proposals for Malaysia-Hong Kong and Austria-Switzerland will be accepted through August 20 and for East Africa through September 15.

To submit proposals

Answer the following 7 questions and submit with 2 copies prior to deadlines. Submit separate proposal sets for each country of interest.

(1) What product or service do you wish to sell or offer? (Consumer goods only for Austria and Switzerland)

(2) Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. Note: The Trade Mission will not seek a substitute for an established agent.

(3) Are you interested in a joint venture? If not describe your proposition briefly giving details of products or services to be provided.

(4) Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

(5) Do you want to make a direct investment abroad?

(6) Do you wish to import for your own account or act as a commission agent?

(7) What type of firm is best qualified to transact your business?

Include with proposals

(1) A summary of your Proposal, in English, in 35 words or less.

(2) One of the following:

(a) Department of Commerce Form IA-57 (Registration of U.S. Firms Interested in International Trade or Investment) which may be obtained from a Department of Commerce Field Office (If you have already submitted the above form within the past year, please indicate giving date)

(b) A current mercantile agency report, or

(c) A current bank report.

Support your Business Proposals with any information or printed material which will assist the Trade Mission in making the most effective sales approach. This may consist of data regarding the size and scope of your firm, catalog pages, prices or other information describing your product or service. Price information should include c.i.f. quotations. Enclosures will be limited to 50 sheets for each proposal submitted.

If you wish to submit Business Proposals for more than one U.S. firm which you represent, a separate submission must be made for each company.

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GOVERNMENT
DIVISION OF I
WASHINGT
OFFICIAL
UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail

U.S. Trade Missions in October and November offer U.S. businessmen unique sales opportunities in the European, African and Far Eastern markets. See inside back cover of this issue for details.

DEADLINE DATES FOR SUBMISSION OF BUSINESS PROPOSALS

MALAYSIA—HONG KONG
August 20, 1963

SWITZERLAND—AUSTRIA
August 20, 1963

EAST AFRICA
September 15, 1963